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The WORCESTER MAGAZINE Illustrated

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"THE HOUSE IN THE CENTRE OF THE TOWN"

JANUARY, 1915

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Published by the Worcester Chamber of Commerce

WORCESTER, MASS., U S. A.

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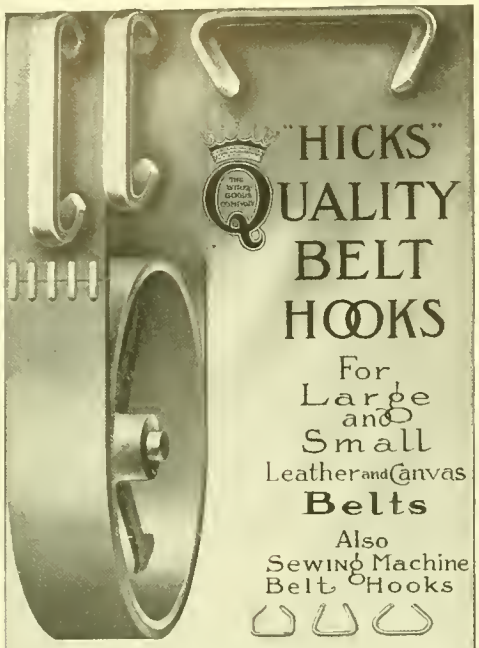

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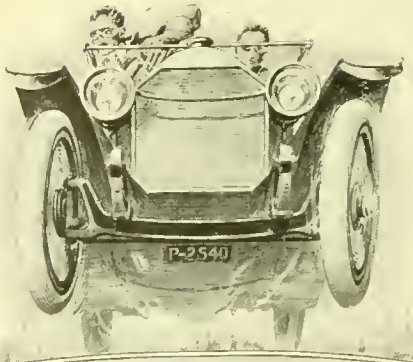

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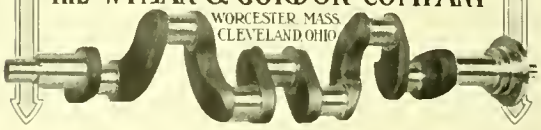

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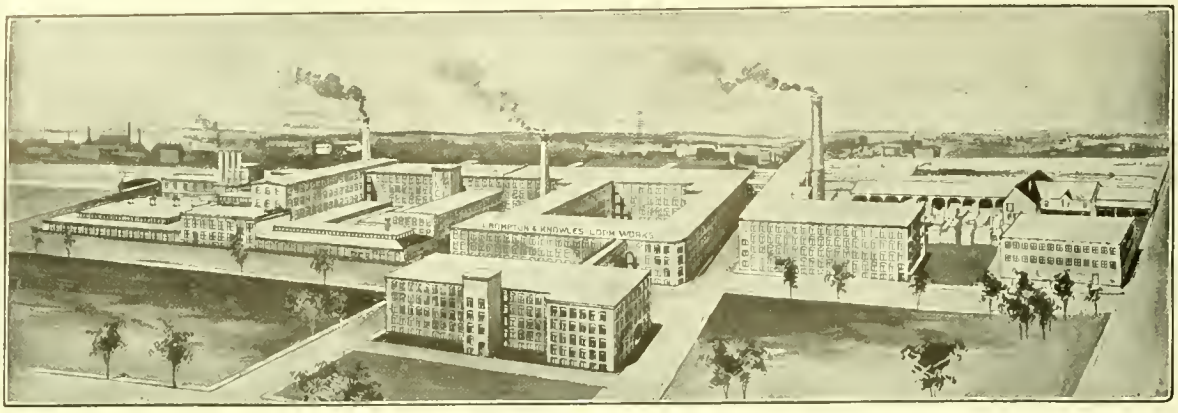

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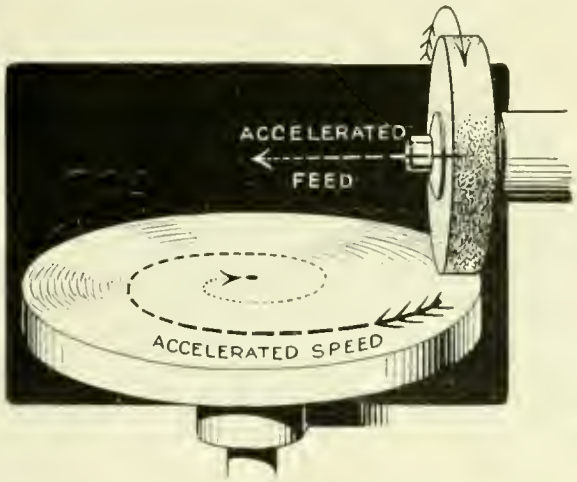

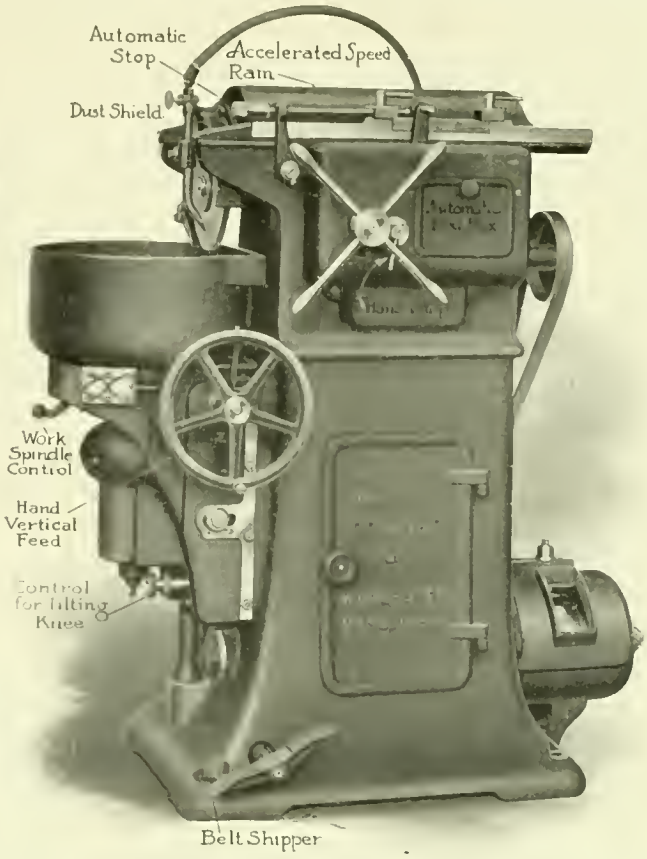

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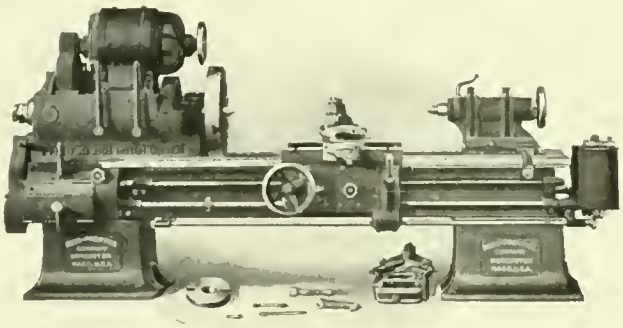

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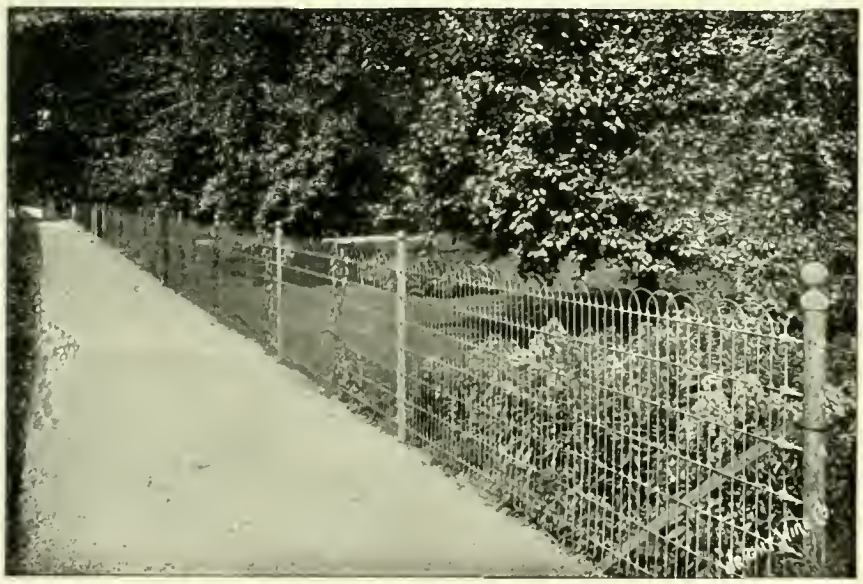

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Grind 'em—Right

The small boy grinds 'em
The helper grinds 'em
The drill hand grinds 'em
The lathe hand grinds 'em
The toolmaker grinds 'em

¶ Everybody grinds 'um different and nobody grinds 'um just right.

¶ The small boy can grind every one right.

¶ That being the case isn't it rather expensive to let the other fellows grind 'um?

¶ It's twist drills we're talking about and the answer is found in the small boy to do odd jobs around your tool room and keep your drills sharp with an

American Drill Grinding Machine

¶ If you do not use an American, and you would like to know more about it, just look over the stock of drills in your tool room—and find out how many of them are in proper condition to do their best work. Pick out the worst one in the lot and send it to us—we will regrind and return it to you without expense and show you the kind of work the American and the boy can do for you.

How to Grind Drills Better—Free

¶ Not a catalogue but a treatise you'll appreciate. Proves *why* American grind drills are faster cutting and longer lasting—it's free on request.

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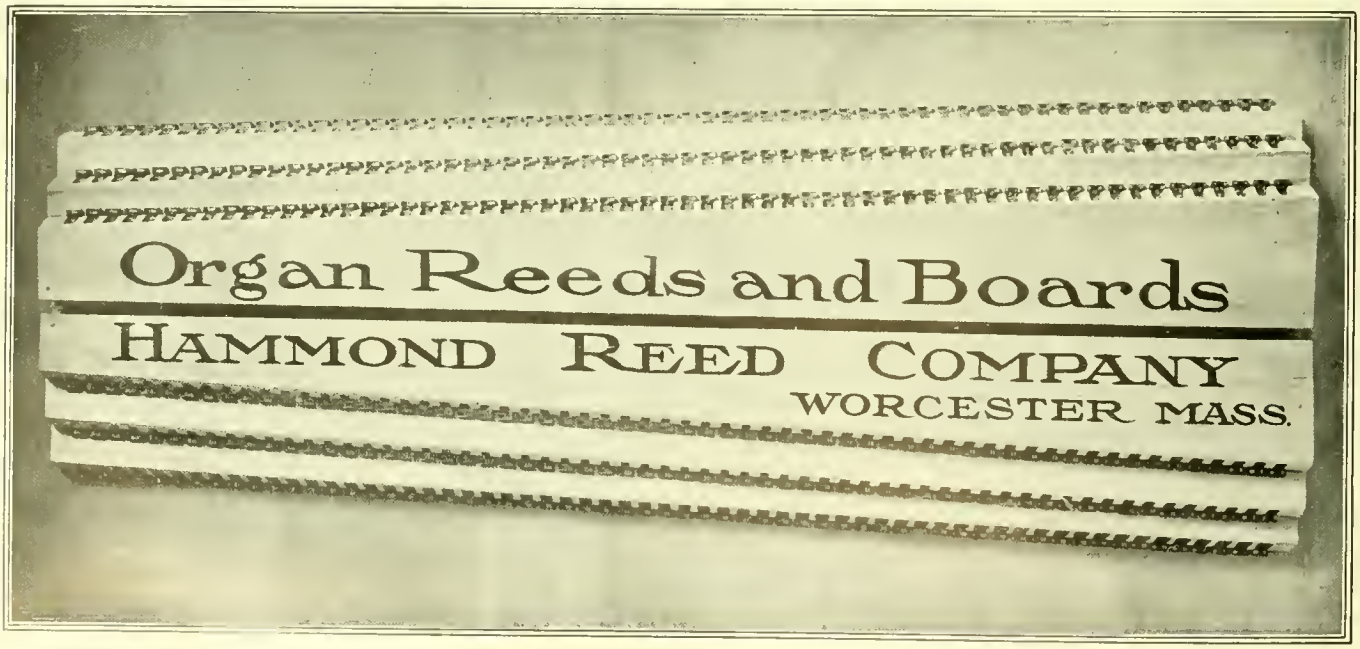
BLACKSMITH & CARRIAGE HARDWARE

JUNCTION OF BRIDGE
FOSTER AND MECHANIC STREETS



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THE WORCESTER MAGAZINE

VOL. XVIII JANUARY, 1915 No. 1

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1829

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BEST MACHINERY STEEL
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VIKING CRUCIBLE STEEL

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THE LATE LYMAN F. GORDON

PRESIDENT AND TREASURER
Wyman & Gordon Company

The WORCESTER MAGAZINE

JANUARY - 1915

Holden Community House

A Unique Instance of the Renaissance of Community Spirit Which Is Revitalizing Old New England and Revolutionizing the Civic Life of Its Country Towns—The Awakening of True Neighborliness and Public Spirit

By Willard E. Freeland

ONLY a few years ago it could be truly said that it was the women of New England's country towns who kept alive the few embers of community spirit that smouldered in the ashes of a glorious past. But that day is passing!

Then the men rarely met except to debate—and almost quarrel—in town meeting on the erection of a street light, the building of a sidewalk, the "patching up" of a road, or other matters usually of small import.

"Community House" tells the story of the awakening of true neighborliness, of civic pride, of public spirit. An old town landmark threatened to pass into a decadence that would have made it an eyesore. Quietly a little group of men began to arouse a sentiment that grew into a popular movement to acquire the property. Shares at $5 each were quickly subscribed, by both men and women, mostly in lots of one to four shares, until over $2500 had been secured and the purchase of the property was promptly consummated. Widely scattered in small lots, the holdings of this stock demonstrated an interest in the project by so many families that it is a Community House in fact as well as in spirit. The building and its site present much of historical interest. Although the early history of the building cannot now be found recorded, the story of the land upon which it stands is well authenticated through the researches of the Hon. Henry W. Warren.

"On July 13, 1674, John, alias Harrawannonit or Quiquonasset, Sagamore of Pakachogue, and Soloman, alias Woonaskochu, Sagamore of Tatasset, together with others of their kindred, conveyed by deed to Daniel Godkin of Cambridge, Daniel Henchman of Boston, and certain other persons "Worcester North," now the town of Holden. The Daniel Henchman here named was the man who deeded the "Old Cemetery" opposite the Community House to the Town of Holden.

"Later, lands of which the Community House site was a part, came into the possession of John Hancock.

"In April, 1791, John Hancock, then Governor of Massachusetts, deeded the Community House site together with other lands to Lemuel Davis, who was the son of Rev. Joseph Davis, first pastor of the Congregational Church in Holden.

"The deed of Governor Hancock to Lemuel Davis conveyed thir-

THE ASSEMBLY HALL IN THE HOLDEN COMMUNITY HOUSE

THE BOY SCOUT HEADQUARTERS

ty-four acres and thirty-two rods of land. The deed contained this clause: 'There is included in said land one acre, south-east corner, 8 rods on said County Road and 20 rods on said Davis land, given by the grantor to the Town of Holden to accommodate the new meeting house, which same tract so granted to accommodate the meeting house is reserved and not (conveyed) to the said Lemuel Davis.'

"This acre 'to accommodate the new meeting house' was conveyed to the Town of Holden by Governor Hancock in 1789.

"The Community House was built by Lemuel Davis on this land purchased of Governor Hancock, but in just what year 'doth not yet appear.' The Rev. Joseph Davis died March 4, 1799, and, according to the History of Holden, his son, Lemuel Davis, occupied 'for some time' the 'red House' built by his father on the site of the present home of Mrs. Fannie Phillips and 'later built for himself the brick house at the corner of the Common.'

"If he built the house within 23 years after he purchased the land of Governor Hancock (and this is a reasonable supposition) the Community House is now more than a century old.

"The tax assessor's books ought to throw light upon this question but unfortunately the earliest record of real estate valuations in the assessor's office is that of 1824. Here we find that Lemuel Davis was assessed for three houses, two barns, a store, a 'cyder' house and sheds. Without doubt one of these houses was the Community House and if so we are absolutely certain that the building is 90 years old."

The building continued to be a residence for many years. About 1876, Amasa Howe converted it into a hotel. It continued as a hotel under the direction of Louis Hubbard and later of James Allen. Again it became a residence and its last occupants were the family of Ezra Stearns.

The Holden Community Corporation took over the property on June 1, 1914, and immediately began the removal of the old barns and extensive sheds. This change alone made a notable improvement, bringing out the colonial lines of the old structure as so well shown in the illustration. But the Association went further. The house was renovated from top to bottom at an expense of $2700. New floors, electric lights and steam heat were installed, care being taken to preserve the numerous old fireplaces with their

THE TEA ROOM WITH ITS CENTURY OLD FIREPLACE AND OVENS

stone flags, the Dutch oven, the odd window casings and folding shutters and other interesting features characteristic of the period in which the house was built. The rooms were tastefully decorated and a beginning made toward furnishing, the keynote being the style of a century ago.

The building has four chimneys and one or more fireplaces in each room. The first floor contains the assembly hall, reading room, tea room and dressing rooms for men and women. The second floor has four rooms and a large kitchen connected with the tea room by a dumb waiter. The top floor of five rooms is fitted up as an apartment for the custodian and his family.

The lot upon which the building stands comprises 1¼ acres of land and will afford room for many out-of-doors recreations and activities and for lawn fetes and similar assemblages. Its location adjoining the Common and Town Hall in the very heart of the town makes it a natural and convenient gathering place.

Community House has no counterpart in America and its development is attracting interest not only in other Worcester "bedroom" towns but also all over the country. *World's Work*, in its July, 1914, issue, said editorially:

"The other day a letter came to the *World's Work* telling how a group of fifty people in a small country village in New England had subscribed $2500 with which to purchase a colonial house in the centre of the town to be used as a community gathering place. Incidentally the letter asked for information about the incorporation and the proper rules of organization for such a project. It is probable that some by-laws will be better for the organization than others, but if the truth were known it does not matter very much what rules they make, for this community has already shown that it has a neighborly spirit and a town consciousness that relegates such unimportant details as rules of organization and codes of by-laws to their proper places.

"It is one of the most cheerful signs of the times that cities, towns, counties and small country communities are developing within themselves a sense of neighborliness and a local pride. This spirit has many ways of expressing itself, not the least of which is 'the purchase of a colonial house in the middle of the town to be used as a community gathering place.' "

Opportunities for recreation are already under discussion and the tennis and bowling enthusiasts are making plans to utilize some of the vacant land in the Community House lot for tennis courts and bowling alleys.

The motive that actuated the promoters of this enterprise was to found a rallying place for all the people of Holden, a place of secular character which should be open at all times except Sunday to any resident or transient visitor. That "except Sunday" clause needs no explanation, when one learns that this little community actually—not theoretically—supports two prosperous churches and has 77 members in its local chapter of the D. A. R., many of whom have husbands whose lineage extends back to Oliver Cromwell's "Ironsides." Surely some concession is due to a people of such an heritage: a people whose ideals come from three centuries of New England training. One room is set aside as a public reading room and is kept well supplied with current magazines and newspapers.

The first meeting of the series which culminated in the formation of the Holden Community Corporation was held in the vestry of the Congregational Church on Tuesday, May 5, 1914, and was attended by representatives of the Congregational Men's Club, Baptist Men's League, Holden Village Improvement Society, Daughters of the American Revolution, Boy Scouts, Tuesday Afternoon Club and Fifteen Club. A census made at that meeting showed that there were twenty-two organizations in Holden, many of which could be expected to make use of a community house. This new meeting place, it was shown, would not affect the use of Memorial Hall in the town building by the larger organizations, nor lessen the income which the town obtained from this source.

A tentative association was formed on May 11 at a meeting in the home of William S. Pipe when Henry W. Warren, William S. Pipe, Edwin A. Richardson and eight others signed articles of agreement, the three named being chosen trustees.

At a later meeting, June 9, Waterman L. Williams, Walter J. Miles, Ernest Russell, Bertram S. Newell, William J. Jamieson, Dora L. Warren, Agnes B. Knowlton, Edwin A. Richardson, treasurer, and William S. Piper, clerk, were chosen directors. At the first meeting of the directors, June 19, Waterman L. Williams was elected president.

A state charter was secured on June 30, 1914, and the sale of more stock and the repairing and renovation of the structure were pushed along by active committees.

The dedication of the building took the form of a house-warming on October 27, when over 300 people inspected the new Community House.

The house committee—William S. Piper, William J. Jamieson and Ernest Russell—made themselves popular by the unusual method by which they formulated the house rules. Contrariwise to the usual custom, instead of trying to see how many rules they could formulate, they worked on the theory of elimination and restrictions are noticeable because of their absence. It is distinctly the people's house and it is left to the good sense of the people themselves to protect that which is truly their own property.

The Daughters of the American Revolution, Captain George Webb Chapter, the Town Club, and through the generosity of a public-spirited citizen, the Boy Scouts have already made Community House their headquarters.

Other associations, like the Holden Equal Franchise Club, have made it their regular meeting place.

The house is made self-supporting through these sources and through the dances, bridge and card parties, children's parties and meetings of other social organizations.

One of the early results attendant upon the new spirit which has been awakened among the townspeople is the formation of the Town Club, an organization of the men of the town for social and, if present plans find sufficient support, open-air recreation purposes. Also among the purposes set forth in the preamble of its by-laws is the promotion of the civic welfare of the town. It has leased permanent quarters in the Community House and will probably form the backbone of the support of the Community House idea as most of its members are stockholders in the Holden Community Corporation. The rooms are modestly furnished for club purposes. The present interest in the Town Club as expressed in membership growth will soon compel the leasing of more rooms than those now occupied.

Akron's Municipal University

The Transformation of a Forty Year Old College Into an Institution Which Seeks to Develop Its Departments Along Lines Such as May Train High School Graduates for Practical and Technical Callings

By Vincent S. Stevens, Secretary of Akron Chamber of Commerce

AKRON, Ohio, has come to the forefront in educational matters among the cities of this country by establishing a municipal university. There are only six such institutions in the United States and the others are in the largest cities. Akron, with its population of about 100,000, has thus established a new record for cities of its class.

A Desk in the Quantitative Laboratory

The Municipal University of Akron was created by an ordinance passed by the Akron City Council August 25th, 1913. This ordinance accepted in behalf of the city the offer of the Trustees of Buchtel College, which was established in Akron in 1870 as a Universalist college but which later became a non-sectarian institution. The trustees of the college in turning this institution over to the city conveyed to it Buchtel Hall, the Knight Chemical Laboratory, the Crouse Gymnasium and five other buildings situated on a campus of six acres, and also conveyed to the city the fully equipped athletic field, four acres in extent. These properties were valued at $250,000, and in addition to the land and buildings the trustees turned over an endowment in securities amounting to about $150,000.

The City Council in return promised in behalf of the city to support the new institution by making the proper levy under the state law which allows a municipal university tax levy of not to exceed five-tenths of a mill.

Under the terms of the transfer the name of Buchtel will be maintained in the university in the designation of the Buchtel College of Liberal Arts of the Municipal University.

As a representative of the new type of municipal institution, the University seeks to develop its units or departments not in accordance with the historical meaning of the term "University" but rather into such schools as may train the high school graduate in various practical and technical callings. Generally speaking, the College of Liberal Arts is used as the basis for all the units or schools of the University, with the following departments also established:—

The College of Co-operative Engineering
The Curtis School of Home Economics
The Department of Municipal Co-operation

The College of Co-operative Engineering adopted the

Knight Chemical Laboratory

Buchtel Hall

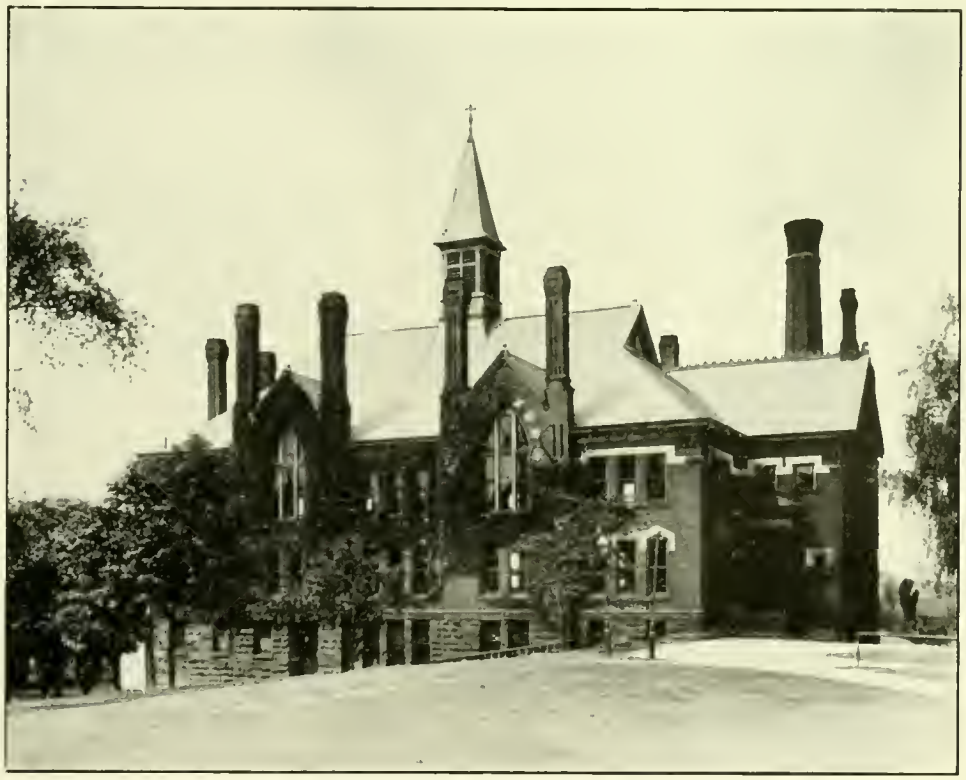
"Cincinnati plan," and offers a five-year co-operative course in engineering. Mr. Fred E. Ayer, formerly associate professor of civil engineering in the University of Cincinnati, is its Dean. Under this plan the practice of engineering is learned under actual commercial conditions, and the science underlying this practice is taught in the University by trained educators. Its aim is to give the student a thorough training in both the theory and practice of engineering. Students are grouped in two sections, one of which is at work in the shops and factories in Akron and the other is in attendance at the University. Under this plan the students receive instruction for two weeks in the University and work for two weeks in the shops. Five years of eleven months each are required to complete the course. Each student is allowed a vacation of one week at Christmas time and three weeks the latter part of the summer.

While the student is at work in the shops he is subject to all the rules and regulations imposed by his employer upon the other employes, and all existing labor laws of the state, including those pertaining to the liability for accident, apply to the student the same as to other employes.

Akron is essentially a manufacturing center, and the President and Directors of the Municipal University selected this type of engineering education as being the latest and the one best adapted to the city's needs. Under this plan the student is required to maintain good standing in both his shop and in the University work, and it is expected he will be equipped at graduation to enter the field of practical engineering at once without further preliminary training by his employer.

The Curtis School of Home Economics requires four years of regular university work and is planned to meet the practical needs of women students. It combines a thorough training in those branches of science essential to home management with the broadest possible cultural education. Especial attention is also given to providing training for those who wish to become teachers of the subject.

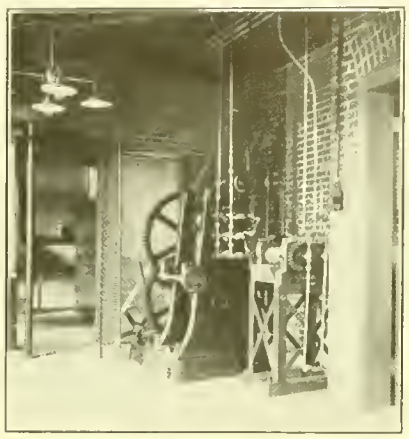
The Department of Civic Co-operation has been established for the purpose of bringing the University in all its departments into close touch with the activities of the city of Akron. The Directors of the University feel that such an institution of higher learning, supported in large part by municipal taxation, should give freely to the city all possible practical aid by means of its instructors and equipment. This help is meant to supplement and guide the work of such city departments (or even private enterprises) as may find expert or technical advice of value in conducting their work. The Department has already co-operated with the city in making a survey and publishing a complete report on the



Crouse Gymnasium

condition of Akron's pavements, and in making tests in its chemical laboratory for the various city departments. It also assisted in a housing survey.

While the Department is not primarily organized as a teaching unit of the University, yet one of its main objects will be to bring students into contact with the work of the city and to train them along various lines of practical usefulness to the community. Whenever possible, the actual problems of civic life and administration will be substituted in the various courses of the University for purely theoretical work. The Department considers this training as one of the most important branches of its activity.



A Corner in the Machine Room

By a special arrangement concluded with the Ohio State University, the University of Akron is enabled to offer combination courses in its College of Liberal Arts with certain professional schools in the state university. By means of such a course the student is enabled to shorten by one year the six to eight-year period otherwise necessary for the acquirement of both college and professional degrees and training.

Realizing the advantages offered by its location in the large rubber manufacturing center of Akron, the University has established with the regular courses in Chemistry a special course in the chemistry of rubber. Through the kindness of the rubber factories the rubber laboratory has been equipped with experimental machinery for the carrying out of the actual processes of the rubber industry, and the University now possesses the best equipped college rubber laboratory in the country.

Instruction in the Municipal University of Akron is free to all students living in this city.

Akron stands very high in the percentage of students graduating from the grammar schools who finish the four-year course in the high schools of the city, and the Municipal University now offers an exceptional opportunity for all those desiring advancement in the higher branches of education.

The popularity of the new Municipal University is shown by the enrollment of 240 for the fall of 1914 as compared with the enrollment of 190 for the fall of 1913. One hundred graduates of the Akron high schools this fall entered colleges, and out of this number, 75 entered the University of Akron.

Worcester People in the public eye

Dr. Thomas J. Barrett

Dr. Thomas J. Barrett

THE Massachusetts State Board of Registration in Dentistry, at its annual meeting held in Worcester during the past month, honored Dr. Thomas J. Barrett of this city with a unanimous election as chairman of the Board. He succeeds Dr. John F. Dowley, of Boston, who resigned after many years' service.

Dr. Barrett has been a member of the Board for more than twenty years and is one of the most widely known dental examiners in this country. He was first appointed to the Board by Governor William E. Russell and has served continuously since that time. His associates, in elevating him to the chairmanship, were united in the belief that he was the most experienced and best fitted member to preside at its sessions, and this feeling is just as apparent with the professional men of Worcester.

Dr. Barrett is a life-long resident of Worcester, where he has been one of the leading representatives of the Democratic party in municipal politics.

He is the son of Thomas Barrett, for many years a prominent contractor, now retired, and was educated in the public and high schools of the city. He then entered Pennsylvania College of Dental Surgery, from where he was graduated in 1885 with a degree of D.D.S. That same year he opened an office in Worcester and has practised his profession in this city ever since.

He was appointed a member of the State Board of Registration in Dentistry by Governor Russell in 1892 and has attended practically every session of the Board. At the St. Louis Exposition of 1902, Dr. Barrett had the distinguished honor of being elected president of the National Association of Dental Examiners. He has also been president of the Northwestern Dental Association of New England and the New England Association of Dental Examiners.

Allegiance to the Democratic party with Dr. Barrett dates back to the time he attained his majority. He was recognized by the State Committee in 1892 and made a member, representing the Worcester district. In local politics he has always held a commanding position, serving his party in the Board of Aldermen in 1898 and 1899 and as a member of the Board of Trustees of the Public Library from 1900 until 1906. In this latter position he attained the presidency of the Board, the first time a Democrat was so honored in Worcester.

Twice since that time the Democratic party of the city turned to him to be their standard bearer for mayor in city elections.

In addition to these activities Dr. Barrett has found time to develop and enlarge the family real estate holdings in the city and assist in the growth of the Linehan Corset Co., one of the younger corset industries of the city, in which he has been a vice-president.

Reducing Fire Wastes and Fire Risks

The Automatic Sprinkler System, Detector and Destroyer of Fire in Its Incipient Stages, Is on Duty Day and Night—The Remarkable Development of This Agency by a Worcester Concern in Less Than Ten Years

By Mr. H. C. Kendall, Assistant Manager and Purchasing Agent of the Rockwood Sprinkler Co.

IT is to be hoped that you have read the article in the December issue of THE WORCESTER MAGAZINE written by Adjutant General Charles H. Cole, Ex-Fire Commissioner of Boston, in which he showed the enormous and unnecessary fire loss in this country. If you have not already read the article, it would repay you to obtain a copy of the December number and read it. General Cole proves the necessity of using every possible means for reducing the enormous loss of life and property due to fire. He shows that the fire waste is a tax paid, indirectly, by every man, woman and child in this country. This article will describe one of the most effective means of reducing fire waste, namely by the installation of complete automatic sprinkler systems in all classes of buildings.

The automatic sprinkler was not used commercially until about 1880. Several hundred different sprinklers were soon placed on the market and it was the action of these early sprinkler heads that gave many people the impression that a sprinkler system was a constant menace from possible water damage rather than a protection against fire. By the process of elimination there are now less than ten companies manufacturing sprinkler heads approved by the insurance companies.

SPRINKLER ASSEMBLING AND TESTING DEPARTMENT

A sprinkler system is somewhat like the human nerve system. It consists of a network of pipes suspended from the ceilings, under stairs and under roofs throughout a building. This piping system is fed from the city water supply, using both high and low service, if available, or from tanks or some private water rights by means of a fire pump. Two separate sources of water supply are always required to make it certain that there will be at all times an adequate flow of water in case of fire. At regular intervals of eight or ten feet on the smaller pipes are placed the automatic sprinkler heads.

Each sprinkler head thus protects from 75 to 100 square feet of floor area. Should there be a fire in the building, the heat would reach one or more of the sprinkler heads, causing the little fusible links to melt and thereby setting free the water which will promptly quench the fire and at the same time automatically give a fire alarm.

The sprinkler head is in reality an automatic valve, the mechanism of which is released when it is surrounded by heat of a certain degree. It allows water to flow through a $\frac{1}{2}''$ orifice, this water striking a serrated deflector which sprays the water uniformly in all directions. Sprinklers are automatic in action and require no at-

THE VALVE ASSEMBLING DEPARTMENT

EDITOR'S NOTE:—This is the second of a series of articles on Worcester Industries and is necessarily a personal reference to the business of the author.

tention whatever. The only caution to be observed is that sufficient water be always in readiness to supply the sprinkler head.

The sprinkler heads ordinarily used are made to oper-

THE PIPE SHOP

ate at a temperature of 160 degrees Fahrenheit. This, it will be noticed, is less than the temperature of boiling water. Under sky lights or where the temperature is slightly above normal, 212 degree heads are used. Over boilers, hardening furnaces, forges, or where the temperature approximates steam heat, 286 degree sprinkler heads are used and in dry kilns and places where the temperature goes to 300 degrees Fahrenheit, the solder melts at 360 degrees.

THE VALVE SHOP

Sprinkler systems are divided into the "wet pipe" and the "dry pipe" systems. The "wet pipe" system has all the piping filled with water and is used in all heated buildings where there is no danger of the water ever freezing. Just inside the basement where the water is brought in to supply the sprinklers, an alarm valve is placed in the main pipe line. This valve is similar to an ordinary swing check valve with a channel cut in the seat. When a sprinkler head operates, the check opens and part of the water flows out through this channel to a water motor gong or an electric circuit closer alarm.

In buildings not heated or where there is danger that water in the pipes might freeze the "dry pipe" system is used. The pipes in this system are filled with compressed air by means of an air pump. In place of the alarm valve used in the "wet pipe" system, a dry pipe valve is used. This is a differential swing check valve, the larger seat being the air seat, the smaller one being the water seat, so proportioned that about 40 lbs. air pressure will hold back about 150 lbs. water pressure. When a sprinkler head operates on the "dry pipe" system, the air pressure is immediately reduced, thereby

THE SPRINKLER SOLDERING DEPARTMENT

causing the valve to open, allowing water to enter the pipes and supply the sprinkler head. Water is at the same time supplied to the water motor gong and to the electric circuit closer alarm.

In large sprinkler installations some buildings or parts of buildings may be on the "dry pipe" system and others on the "wet pipe" system. The "dry pipe" system is necessarily a little more expensive and requires more attention after installation. Some of the dry valves manufactured are extremely complicated and it may be of interest to know that the Rockwood Dry Pipe Valve "Made in Worcester, U. S. A." is considered by engineers and insurance inspectors to be the simplest and most reliable.

The Rockwood Sprinkler was invented by Mr. George I. Rockwood of this city in 1906. The sprinkler head, as at first constructed, was exactly the same in principle

THE ROCKWOOD "SAFETY LOOP" SPRINKLER HEAD

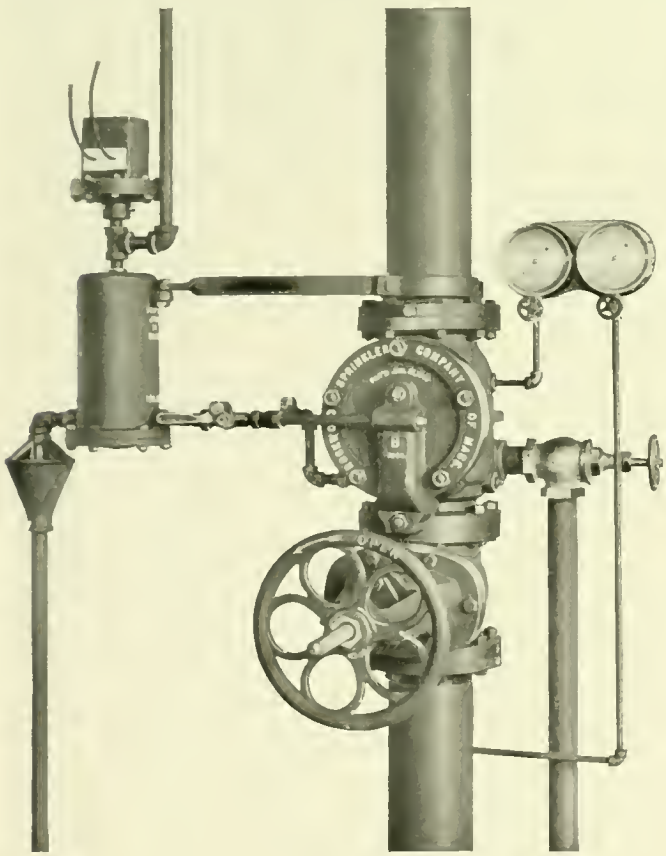
Fig. 1 shows sprinkler with the two halves of the strut soldered together. Fig. 2 shows how the two parts of the soldered strut spring apart only after the lump of solder is melted away from the loop

as it is at the present time, but many improvements and refinements have been gradually introduced from time to time.

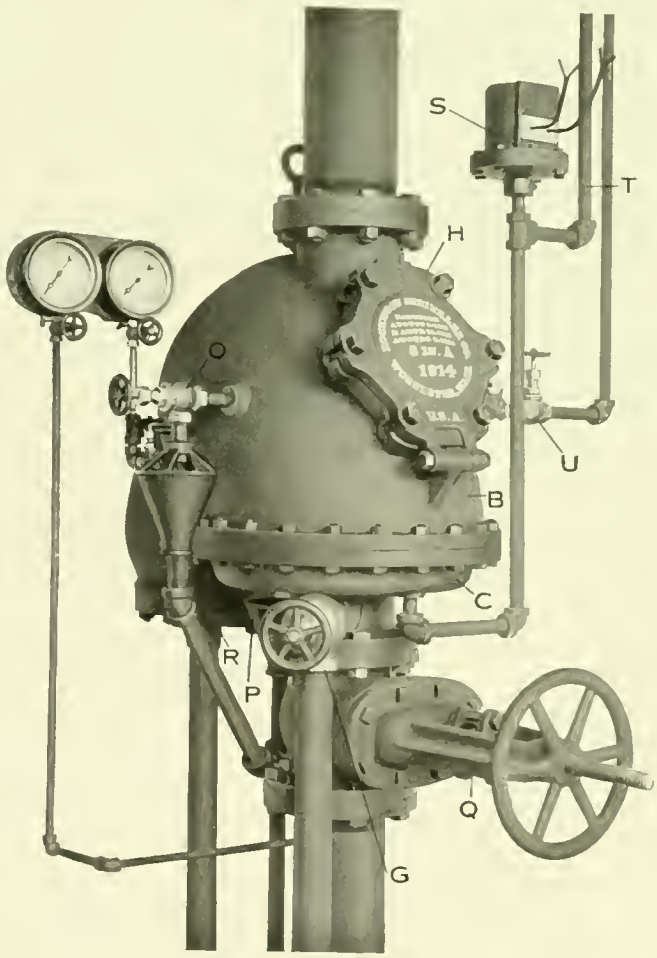
The Rockwood Sprinkler is unique in that two parts of the soldered link are held together, not merely by a sweated, soldered joint, but by covering the end of the lever with a small piece of solder which is mechanically bound to the strut by a loop of wire riveted through one part of the link. It is the only "approved" head that is incapable of opening itself by the breaking of the soldered joint, which must absolutely melt to open. It is in this respect, in a class by itself and, therefore, is the only choice for those situations (such as office buildings, hardware stores, card clothing factories, etc.) where a water damage might be as serious as a fire loss.

The great advantage of the sprinkler system is that it is fully automatic, that is, it is on duty day and night, working days and holidays, always ready without human aid to throw the water on just the spot where the fire starts. Probably the greatest advantage of the sprinkler is that it catches the fire in the incipient stage when it is easy to extinguish with a small amount of water. There have been instances where a fire starting in the contents of a waste basket has been extinguished before the basket itself was burned.

There is a misconception of the amount of water discharged by a sprinkler system in extinguishing a fire, because many newspaper accounts of a sprinkler fire contain the statement "The water damage greatly exceeded the fire loss." Many people are afraid of sprink-

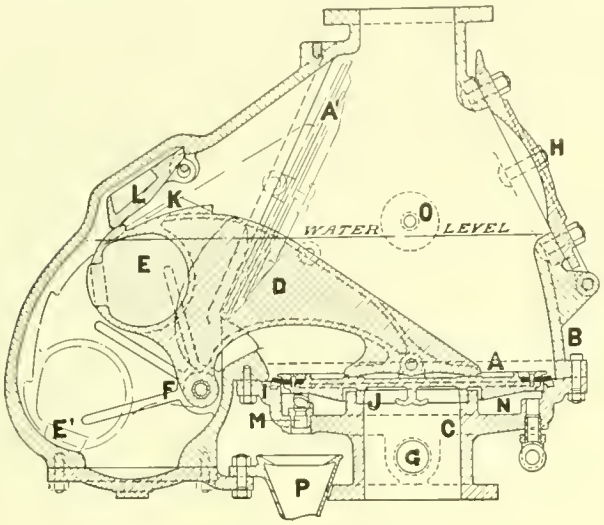


WET PIPE ALARM VALVE



DRY PIPE VALVE

lers, not knowing the true facts of the case. The fundamental theory of the automatic sprinkler and the way it actually works out in practice, is that the sprinkler extinguishes the fire in its incipient stage. It is usually put out by the opening of one or two sprinkler heads and as many as six are almost never required. Each sprinkler head has a ½" hole and when the pressure of the sprinkler is 100 lbs. it discharges water at the rate



Cross Section Dry Valve

of 58 gallons per minute. At 30 lbs. water pressure the discharge is 29 gallons per minute. The operation of the sprinkler head automatically causes an alarm, and by the time the fire is extinguished someone has arrived at the scene and can shut off the flow, thus preventing water damage.

Consider the case of a fire in a building not provided with automatic sprinklers. If the building is closed and it is night time, the fire is not ordinarily discovered until it has gained considerable headway. After it has been discovered it is necessary to wait for the arrival of the fire department, which consumes a considerable amount of time, so that before the fire is finally extinguished it is probably necessary to use several large hose streams. At 100 lbs. pressure one 1⅛" nozzle (the size ordinarily used by the fire department) will discharge nearly 380 gallons per minute or over six times as much water as will a sprinkler head with the same water pressure. Furthermore, if much smoke is produced the firemen are unable to direct the streams of water at the seat of the fire and are often compelled to drown it out, the result generally being that both the water damage and the fire damage are very great.

When the "Imperator," one of the largest steamships afloat, took fire at the Hoboken docks this last spring, eight thousand tons of water were required to extinguish the flames. Automatic sprinklers could have extinguished them with not over five, and probably less, ½" streams. She has since been equipped with a complete sprinkler system.

A small fire started in some celluloid waste in the George C. Whitney Company factory several years ago. There were no automatic sprinklers in the building and the fire gained such headway that the building was gutted before it was extinguished. The insurance inspectors stated that probably one sprinkler head would have been sufficient to have put it out. The fire damage would have been practically nothing and the water damage would have been comparatively slight. The reconstructed Whitney plant is now completely equipped with automatic sprinklers.

A small fire last month started in some kindling near the boiler in the basement of the building occupied by M. D. Holmes & Son. One, or at the most, two automatic sprinklers would have completely extinguished the fire with small water damage. As the building was not equipped with sprinklers, the fire department had to use six streams of water and two chemical streams, the loss by fire and water amounting to over $7000.

At the disastrous fire at the Triangle Waist Factory in New York, where 147 lives were lost, six sprinklers would probably have extinguished the fire with very little damage and with absolutely no loss of life. The Triangle Waist Factory is now completely equipped with automatic sprinklers, insurance against a repetition of the fearful holocaust.

It is a fact that there has never been the loss of a single human life due to fire in any building that has been equipped with automatic sprinklers.

Automatic sprinklers were at first used only in mill buildings, but they are now used in every kind of building: factories, theatres, churches, schools, dwelling houses, hotels, loft buildings, office buildings, foundries, car barns, docks, warehouses, steamships, in fact every conceivable form of building enclosed by walls and a roof.

Sprinklers are just as necessary in so-called fire-proof buildings as in any other class, as is proven by the recent fire at the Edison Company factory.

It would seem that the above facts would convince anyone that automatic sprinklers are a real necessity in any building, regardless of cost, although as a matter of fact, cost should never deter anyone from installing them. In practically all risks where any appreciable amount of insurance is carried, the sprinkler system will pay for itself in the course of a very few years by the saving in the cost of the insurance alone. A typical example might be cited in Worcester. A certain firm was carrying approximately $100,000 of insurance, paying thereon, before sprinklers were installed, $1.50 premium per $100 of insurance. After the sprinklers were installed the premium was reduced to twenty cents per hundred dollars. This made a saving of approximately $1300 per year. This particular system cost complete, including city water connection and other changes required by the insurance authorities, about $3200, which meant that in about three years' time the sprinkler system was entirely paid for and thereafter earned big dividends for the owner. This is a very fair example and a good average of the savings effected by the installation of automatic sprinklers.

When it is considered what perfect protection is afforded by a sprinkler system against loss of life and property with its resulting loss due to the interruption of business, and then when it is considered that the installation of the sprinkler system will pay for itself in a very few years, one must conclude that only criminal negligence can account for the fact that any building used either for public or semi-public gatherings or for manufacturing purposes is not already completely equipped with automatic sprinklers. The truth is, however, that there are in this country today, tens of thousands of fire traps unprotected by sprinkler systems and dangerous to all who use them.

Latin-American Trade—Our Opportunity

Some of the Various Aspects of This Fertile Foreign Trade Field as Presented by Authorities at the Latin-American Trade Conference, Held in Boston on December 15th, Under the Auspices of the New York, New Haven & Hartford Railroad

ACCURATE FIGURES ON LATIN-AMERICAN COMMERCE

By Hon. John Barrett, Director-General of Pan-American Union

Not including European colonies of Latin America, the 20 independent American countries south of the United States conducted a foreign commerce in 1913 valued at $2,864,876,224, of which their exports were $1,539,123,597, and the imports $1,325,752,627. This gave a balance of $213,370,970 in favor of Latin America.

In this trade with all Latin America the United States, as not generally understood, was a good first, leading the United Kingdom, Germany and France with large margins. The figures were: United States, $803,465,845; United Kingdom, $613,586,386; Germany, $407,132,374; France, $283,813,453.

For the first time in the history of Latin-American commerce, the United States in 1913 exported a greater valuation of products to all Latin America than did the United Kingdom. The United States exported to Latin America products valued at $325,837,345; the United Kingdom, $322,228,073; Germany, $217,976,202; and France, $110,484,385. In purchases from Latin America, the figures are: United States, $477,628,500; United Kingdom, $321,358,313; Germany, $189,156,172; France, $128,329,068.

Although the balance of Latin-American trade is in favor of Latin America and against the United States to the value of $151,791,155, while that of the United Kingdom and Germany is more evenly divided, it must be remembered that this balance against the United States is largely made up of raw products like rubber, hides, ivory, nuts, etc., which, in the course of being converted into manufactured products in industries of the United States, employ United States capital and labor in great quantities and hence ultimately in their sale as finished products make the final balance actually in favor of instead of against the United States.

A comparison of the figures of Latin-American trade of 1897, with those of the year 1913 shows what a remarkable rapidity of growth has characterized Latin-American commerce and points conclusively to the potentialities of its future. In 1897 the total foreign commerce of the 20 Latin-American countries was valued at $910,422,499; now it stands at $2,864,876,224.

Now what is New England to do in the premises?

Every manufacturer, exporter and importer of New England, who has not already mastered the Latin-American field, should first familiarize himself with the data which can be obtained from the bureau of foreign and domestic commerce of the department of commerce and from the Pan-American Union in Washington. At the same time special attention should be given to what has been done by those organizations, firms and persons which have for many years been working successfully in the Latin-American field.

The whole situation must be approached from the Latin-American as well as from the United States standpoint, and from the side of imports of raw products for our manufacturing plants as well as of exports of our finished manufactured goods and that surplus of our agricultural products which are suited to their markets.

Latin America needs the money as much as the merchandise of New England and the country at large. If the financial institutions of New England could lend Latin America $500,000,000 during the next five years they would by that agency alone and in that period increase the United States trade with Latin America $500,000,000.

A great and immediate need of the hour are well organized and developed banking and credit facilities for the commercial and financial transactions between Latin America and New England.

As soon as possible regular and adequate mail, passenger and freight steamship service, under the American flag, should be established between New England ports and the principal ports of both the Atlantic and Pacific coasts of South America.

THE CASE OF THE RAILROAD

By Howard Elliott, President of the New York, New Haven & Hartford R. R.

The New York, New Haven & Hartford Railroad Company is one of the great manufacturers of New England. It produces daily a large quantity of transportation.

The total capital invested throughout New England in transportation plants according to the very latest reports available is approximately $1,000,000,000

These six New England states have one-fourteenth of the national population and one-twelfth of the national wealth. They consume one-eighth of the materials of manufacture and have one-sixth of the bank deposits of the whole country. The success of New England and of her institutions is of vital importance to the whole country.

Under present governmental, financial and commercial conditions railroads are finding it increasingly difficult to produce a good quality of transportation and at the same time maintain their plants and obtain money with which to make much needed additions and betterments.

There is very grave danger that when business becomes brisk throughout the country there will not be enough transportation produced to supply the demand.

The welfare of the people of the country, of manufacturers and of all business including transportation is interdependent and there must be proper relations between

them and the government and fair treatment of any by all to permit the continued growth and prosperity of the country.

There are three important differences between the business that most of you represent and the railroad business.

The first is that you can close your establishments, reduce pour expenses to the necessary caretakers and lose the interest on your investment until such time as your inclinations or the demands for your particular articles make it worth while to operate your plants. The railroad, however, cannot stop.

The second is that most of you can warehouse your product, hold for rising prices and sell at some future time. The railroad cannot do this. It must have ample transportation ready at any given time and place. The manufacturer of transportation must always be ready to furnish the maximum amount of transportation for the use of the American people. There should be enough margin of profit in the business so that at all times and places there will be this "readiness to serve."

The third is that you have some control of your prices. In the railroad business an excessive demand not only brings no increase in the unit price, but legislatures and commissions, which have practically taken charge of the management of the railroads (except the responsibility of providing money), more and more take the view that a price or rate once made to meet some particular condition is a measure for other prices and rates under different conditions, and that an increasing demand justifies lower prices, thus reversing the old-fashioned law of supply and demand.

Regulation of the great corporations is very necessary and very important, but attempts by the government to manage them in detail are dangerous.

The good sense of the American people and their belief in the rights of individuals and of property will in the long run, I believe, prevail over the present misunderstanding and misconceptions of the relations between the government and the manufacturers of transportation and will eventually allow them sufficient income to pay steady wages, keep the property in good order, add to it each year in order to meet the needs of the public and to pay their taxes and interest and make a reasonable profit.

I believe the time is rapidly approaching, if it is not already here, when the man in public office will realize that he can serve his constituents best by a policy of upbuilding business rather than that of tearing business down; of conservation instead of dislocation of business enterprises, including that of furnishing transportation; of plain speaking about the relations of capital and labor and the government; of demanding fair treatment for the owner of the property as well as for the man who works on the property; and finally of insisting on the same care, economy and efficiency in the business of government that is demanded of business.

THE BANKING INTERESTS

By W. S. Kies, Manager of the Foreign Trade Department of the National City Bank of New York

Prior to the passage of the Federal Reserve Act it was impracticable for American banking institutions to extend their interests to foreign countries. The act has made it possible to establish branches of American banks in foreign countries, and to place back of the branches the prestige, influence and resources of the home bank. Branch banks in foreign countries will, of course, be expected to perform the functions of regular banks in this country and, in addition, to provide auxiliary service in aid of the development of United States commerce. The establishment of branches of American banks means the possibility of direct mail and cable transfers of balance from the parent bank to this country through the parent bank to the latter's branches, or vice versa, with no delay at a minimum expense.

The development of dollar exchange will of necessity be a slow process. Business interests of the United States must help in this movement, and however possible must insist on payment for foreign invoices being made in dollars on New York rather than in pounds sterling on London. Neither New York or Boston can hope to become financial cities of world importance until the dollar becomes known and its value respected in the markets of the world.

The bank acceptance is a financial instrument until recently almost unknown in this country. The difference in effect here and in Europe is that commercial transactions were financed in this country by notes and in Europe by bills of exchange. The one is an unsaleable investment, the other a prime quick asset.

The acceptance privilege of the Federal Reserve Act will result in the building up in New York, the financial center of this country, a ready discount market for foreign bills and a large demand on the part of investors for accepted bills. In this way a large part of the money with which to finance our foreign trade, and to grant the credits which are necessary, will be furnished through the banks from the savings to the investors of the country.

American manufacturers who are seeking to enter the South American field must approach it in conservative fashion. Profits must not be expected the first year. The market possibilities must be thoroughly studied, credits must be extended only after careful investigation, and a firm foundation must be laid on which to build the future business structure.

The South American market will not come to us—we shall have to go to it.

Mr. Kies offers to New England manufacturers, the fullest use of the facilities of the foreign trade department of the National City Bank.

LET US CO-OPERATE

By Thomas F. Anderson, Secretary of the New England Shoe and Leather Association

It is possible for both individual businesses and national trade movements to be over-organized, and here in New England we seem to be suffering from the latter complaint with respect to our Latin-American trade extension propaganda.

In this section there are at least a dozen commercial or industrial organizations, representing thousands of members and hundreds of millions of dollars of invested capital that are manifesting interest in this important question of trade relations with Latin America. Most of their own work thus far, however, appears to have been

confined to more or less academic discussions of what ought to be done, while the real work of "getting there" is being achieved by New York, Chicago, Baltimore, Philadelphia and other centers outside of New England.

It is obvious that there must be more or less crossing of wires and waste of energy under these conditions, and recognizing this, Chairman Alfred W. Donovan of the State Board of Labor and Industries, has called a conference for the purpose of considering some plan of effective co-operation and co-ordination.

No community in the United States is better equipped for a permanent and successful campaign for Latin-American trade than ours, nor is any community in a more favorable position for taking advantage of the splendid opportunities that Latin-America presents in this connection. What we need just now is not conferences, or lectures, or editorials, but that form of courage and co-operation that is readily convertible into cash.

GETTING THE MARKETS

By Dr. Edward E. Pratt, Chief of the Bureau of Foreign and Domestic Commerce

The war which deprived us of our usual relations with many European countries finds us without banking facilities, without a merchant marine, without men trained or equipped to carry on our work in the foreign fields, and most important it finds us a nation without an international point of view.

We have had quite enough talking on the subject, the time has now come for action. Conferences are desirable but they must lead to some definite conclusion and must bring about the accomplishment of certain definite results. We must develop a specific and detailed program of the development of our foreign trade and we must do it co-operatively. We must develop methods of financing our foreign trade. We must have branch banks in foreign countries. We must have more dollar exchange. We must make more investments abroad.

We must have a merchant marine to open new trade routes and new markets.

We must have men trained to carry on foreign trade. Our common schools, our high schools, our colleges and universities have a definite task to perform in training men for foreign trade.

But perhaps of most vital importance we as a nation must acquire an international point of view. A few decades ago our advice was 'Young man go West'; today our advice may very well be 'Young man go abroad—go into the foreign field.' The home market to the exclusion of the other markets is an archaic, an obsolete idea. The important market is no longer the home market, but the world market.

In looking over this world market we must not overemphasize the importance of South America. The whole world is our market. The bureau of foreign and domestic commerce is prepared to supply you with practically any information which you desire.

The Work of the Special Agent

How These Sleuths of the Department of Commerce Obtain Detailed Information on Trade Conditions and Trade Opportunities in Foreign Countries to Assist the American Manufacturer in Developing New Fields

By Frederick L. Roberts, U. S. Commercial Agent for This District

It is a well-demonstrated fact that the average American manufacturer who decides to ascertain if there is a market for his goods in foreign countries sets about obtaining the necessary information without a clear view of just how to secure the data in question. He may send a representative abroad to gather the details desired, but this method is expensive and deters many manufacturers from going very far into the matter. However, the increased exports of manufactured goods from the United States for the past few years show that a large number of our mills and factories have for the first time sought sales abroad in a systematic way with a view to gaining and holding a permanent export trade, but it is no reflection on the intelligence of the managers of those firms to say that they are not on an equal footing with the manufacturers of Europe who have been engaged in foreign trade for generations. The special agent service which is rendered by the United States Bureau of Foreign and Domestic Commerce along the line of obtaining detailed information with respect to the trade in foreign countries in certain lines of goods enables many of our manufacturers to obtain much of the specific data they need without having to make a personal and expensive investigation of the subject.

In 1906 Congress granted to the Bureau of Manufacturers (now the Bureau of Foreign and Domestic Commerce) an appropriation of $30,000, the first of its kind, to make special investigations of trade conditions abroad. Every year since 1906 the sum named or a larger amount has been appropriated for the purpose mentioned. The special agent service has come to be a very important branch of the Bureau's work and the last Congress appropriated the sum of $50,000 for the sole purpose of promoting our trade with Central and South America and this sum has been applied promptly partly to service in Washington, but mainly to send to Latin-American countries a number of special agents to investigate trade conditions in connection with specific industries. These investigations are conducted by a corps of highly trained and technical experts who have had practical training in commercial life. It has been the Bureau's aim to not

only obtain men who possess technical qualifications, but who have zeal to prosecute and ability to describe results of their investigations. It is the function of the special agents to supplement rather than to duplicate the work of American consular officers by investigations in fields where technical and expert knowledge is essential. Frequently consuls are not able through lack of time or special training to undertake such investigations. The agents visit all parts of the world and report on trade conditions, products and resources of foreign countries, their purchasing power, their consumption of foreign-made goods, their business customs, the peculiarities of the markets, their transportation facilities, etc. The reports cover both the sales methods of our foreign competitors and the trade requirements of the foreign consumers. The agents come into personal contact with producers and consumers and the results of their investigations are published by the Bureau in the "Daily Consular and Trade Reports," confidential circulars and bulletins and finally in special monographs which embody the results of the complete investigations.

Before going abroad the agents visit leading industrial centers of the United States and confer with manufacturers of the special lines of goods, markets for which they are to investigate, and obtain practical suggestions as to the particular subjects the producers are most interested in. The Bureau believes that the special agent does not fully complete his work until he has distributed the results of his research not only by writing reports but by direct personal contact, so far as practicable, with the commercial associations or manufacturers who are interested in the subject of his studies. Therefore upon their return to the United States the agents again visit manufacturing centers and exhibit samples of foreign-made goods, prices thereof, etc., and give valuable and practical information to business men that cannot be embodied in written reports.

The work which has been done by the special agents has received approval and high commendation from trade organizations and business men and hundreds of letters have been received by the Bureau, testifying to the practical value which has been derived by manufacturers as a result of the information furnished by the special agents. Not only has this work received very general approval and commendation from American business men, but it has been complimented abroad by those governmental branches which are charged with promoting foreign commerce, by the translation and dissemination of the special and other reports of the Bureau and by their reproduction in the foreign press. Further evidence of the estimate placed on the Bureau's investigations by expert agents is shown in the adoption by some of our commercial rivals of similar systems of inquiry.

In addition to the work which has been done abroad by the Bureau's special agents several officers were assigned to the domestic field and reports have appeared on the promotive activities of commercial organizations in the United States, the packing and marking of cotton, cost of production of pottery, and other lines of trade are now being investigated.

It would require too much space to enumerate in detail all of the different lines of trade which have been investigated by the special agents, but the leading lines cover cotton goods, machine tools, agricultural implements, shoes and leather, flour, oil-seed products and drugs; while other reports relate to the use of credit terms in the export trade, commerce, industries, resources, etc., of foreign countries, etc. In all 90 reports have been published in monograph form and hundreds of reports have been printed in the "Daily Consular and Trade Reports," confidential circulars and bulletins. The agents now in the field are investigating foreign markets for cotton goods, lumber and timber products, hardware, general machinery and machine tools, clothing, furniture and general merchandise.

A complete list of all the special agent reports which have been published by the Bureau of Foreign and Domestic Commerce is contained in a pamphlet entitled "Promotion of Commerce," which may be obtained free upon application to the Bureau at Washington or its branch office, 752 Oliver Building, Boston, Mass., where copies of the monographs in question are also sold for a nominal sum.

"Latin America"

Foremost Among Books Dealing With Modern South America Is This Volume Edited by Prof. George H. Blakeslee, of Clark University

By Charles Wellington Furlong, L. R. I. S., in the Boston Transcript

THAT great, dormant continental chrysalis, South America, seemingly, has recently awakened and spread its wings of opportunity and possibility with such astounding rapidity that the United States has suddenly realized that it is now looking upon a great continent which has already set a new focus for the modern world of commerce, exploration, science, literature, art, and pleasure.

There naturally has sprung up in the wake of the pioneer writers of this present movement a great raft of books, magazine and newspaper articles and special editions. Much of this material has been of a repetitive or a statistical character. Most of it, too, has been of a slipshod nature, the result of mere casual observations of the superficial traveller, who has passed in hasty journey from port to port, and who, having made the grand tour, including the thirty-six hour railroad journey from Buenos Aires to Valparaiso, has forthwith proceeded to write his volume on "Across South America." Thus, many of these books have a cheap veneer of understanding, shellaced with a superficial varnish of fact gleaned from consular and other Government publications.

The Wedding of the Continents

The books worth while dealing with modern South America may almost be numbered on the fingers of one's hands. Foremost among these productions is "Latin America," edited by Professor George H. Blakeslee of Clark University, which has just come from the press of G. E. Stechert & Co. This volume is a compilation of addresses read at the recent Clark University Latin-American Conference. This conference included among its speakers some forty of the foremost authorities of both continents of the Western Hemisphere on Latin America. One has but to scan the table of "Contents" to be impressed with the fact that here is a book which no interested reader or student of Latin America could fail to prize as one of the most valuable additions to the literature on that subject. One of its most salient features is the editorial arrangement. Dr. Blakeslee in his interesting introductory résumé says:

"But we of North and South America are nearer to one another commercially than we are intellectually or sympathetically"; and later, informs us that "the most beautiful city of the American hemisphere is not in the United States, but in South America; that two South American cities have opera houses which in elegance and luxury surpass any in our own country, and that the most imposing public avenues of the New World are in Rio de Janeiro and Buenos Aires," and that the latter city "has a more extended and magnificent system of stone docks than any North American port," and "a larger number of public taxicabs than New York and Chicago combined."

He states that it was to bring about this better understanding of conditions in Latin America and to discuss these conditions "and the mutual interests of its (Latin America's) countries and our own," that the four days' conference met at Clark University. Each speaker was an authority upon some aspect of Latin American affairs. "The carefully prepared papers which they read during these sessions are published in the present volume."

Introducing South America

This volume, concludes Dr. Blakeslee, "The university presents to the public in the hope that it may help to create a more sympathetic appreciation of the history, the civilization and the problems of our sister American republics, and may aid in determining the ideal diplomatic relations which should exist between them and our own land, a problem whose solution is our nation's most pressing diplomatic task."

The value or success of any book, as such, depends primarily on two things—a justifiable reason or worthy object for its being written, and the ability of its author or authors to achieve its purpose. In both these respects the book "Latin America" fully justifies its production.

Senor Don Federico A. Pezet, Peruvian minister, opens the volume with his article showing "Contrasts in the Development of Nationality in the Anglo and Latin-American." This is done with a rare and sympathetic understanding of both peoples and conditions of the two Americas, and is an exceptionally valuable survey of the ethnic, physiographical, and political conditions attending the European conquest and subsequent development of the two sister continents. It is such articles as these that not only clarify our vision but go a long way toward a more complete reciprocal understanding and appreciation of the Latin and Anglo-American, one for the other.

Then, very logically, follows a chapter on "Pan-American Possibilities," by John Barrett, director general of the Pan-American Union, who has that happy faculty of clothing statistics with atmosphere, and making big facts stand out against an interesting background. From that we pass to: "A Chance at Latin-American Civilization," by Senor Francisco J. Yanes, assistant director of the Pan-American Union, who gives a striking summing up of the civilization of Pan-America as a whole.

About Mexico

Next follow five exceptionally interesting and valuable articles on the present Mexican situation. First, Lic. Luis Cabrera, recently Speaker of the House of Representatives in the Mexican Congress, presents it from a Mexican viewpoint. Then Nevin O. Winter, the author, presents what he considers to be the fundamental causes of the present situation. Ex-President S. W. Reynolds of the Mexican Central Railway Company gives a most interesting survey of the Diaz régime and the important part that railroad development has played in the opening up of and effect on the country.

From modern railroad and commercial development the reader swings very naturally into the political and educational development of the country, ably presented by John Howland, D.D., president of Colegio Internacional, Guadalajara, Mex., in his "Democracy on Trial." These developments and other past events are brought out in the last chapter by Professor Leslie C. Wells of Clark College, showing how these past events have shaped the present Mexican situation.

Perhaps no chapters of "Latin America" hold a more intense interest to the North American reader than those from IX to XIV, dealing with different phases of the Monroe Doctrine, by such recognized authorities as Hon. Charles H. Sherrill, Professor Hiram Bingham, Hon. George F. Tucker, J. M. Callahan, Professor Albert Bushnell Hart, and Admiral R. E. Chadwick, who consider it respectively: From the South American viewpoint; as to whether we should abandon it; the doctrine itself; its modern meaning; its modifications to meet changing conditions; and its present-day phase.

American Intervention

Of great interest to the exporter and American business man are some exceptionally strong and informative articles dealing with American intervention in Central America and our relations to the Latin-American republics, found in the chapters relating to trade development and economic interests, by such authorities as John Hays Hammond; W. D. Boyce, publisher; Dr. Selden O. Martin, Dr. Hiram Bingham, President John C. Branner of Stanford University; Professors Philip Marshall Brown of Princeton and Jacob H. Hollander, Earl Harding and Leopold Grahame.

Latin-American thought and educational development are well presented in the chapters by David Montt, Drs. Edgar E. Brandon and George W. Nasmyth, while the physical aspects of the southernmost regions and their relation to development are most interestingly presented by Captain José Moneta of the Argentine navy, and Dr. Bailey Willis, terminating with an exceptionally well considered article on "The Adaptability of the White Man to Tropical America," by Dr. Ellsworth Huntington of Yale University, making all in all a book not only unique in its character but unique both in its instruction and quality. Its carefully considered index makes it doubly valuable as a reference book on Latin-American countries, and our relation to them.

Worcester—166,922

The report of Water Registrar George C. Hunt on the result of the annual census of water takers in Worcester, places the population of the city at 166,922.

The increase over the total for the year 1913 is but 397, the smallest gain in population in many years. Mr. Hunt, in analyzing the figures, found that the loss from the average increase of 5000 per year comes from sections populated by foreign born residents, a large number of whom have returned to their native lands the past five months. The depression in manufacturing has also been a factor in holding the population all but stationary.

Lyman F. Gordon—Ambrose T. Matthews

Death Claims Two of Worcester's Geniuses in the Iron and Steel Industry, Creators and Developers of Processes Which Have Had an International Influence on Manufacturing,— Both Active Members of the Chamber of Commerce

IF Worcester ever establishes a Hall of Fame for sons who are responsible for her commanding position in the Industrial World, that section devoted to the geniuses of the iron and steel industry will contain niches dedicated to Lyman F. Gordon and Ambrose T. Matthews, both members of this Chamber, whose lives' work ended during the past month.

Both these men, beginning with only brains and unbounded energy, ended with the supreme satisfaction of knowing that they had become eminently successful in their chosen lines of the steel industry. Their life stories recount over again the careers of other industrial leaders of Worcester, whose genius and perseverance and thrift have lifted Worcester far above the average manufacturing community and left her as near a perfect city as the American continent has yet seen.

Nationally known are the works of these men wherever industry thrives. In the case of Mr. Gordon, the important factor in the development of the great Wyman & Gordon Co. of this city, he saw his infant industry grow and grow in prominence until it is today the acknowledged master of the art of drop forging in the world, producing more drop forged crank shafts for automobiles than all other concerns combined. In the case of Mr. Matthews, he was one of the first to demonstrate the practicability of sheet steel for deep drawing purposes in place of Swedish iron, a branch of the steel business which has since developed into an important department in every steel mill in the country.

Lyman F. Gordon

MANY men are gifted with that instinct of discounting the future, but Lyman F. Gordon possessed this faculty to an unusual degree, and the phenomenal development and expansion of the Wyman & Gordon Co. in the last decade can be traced directly to ideas which he originated and policies which he induced his associates to adopt long before the industrial world seemed ready for any change.

He was one of the first, if not the first manufacturer, to see the possibilities of the automobile as a commercial vehicle. No amount of ridicule, picturing it as a permanent expensive toy of the idle rich, could make an impression upon him. In fact he viewed the automobile from the other extreme—as a commercial car only. Even in those early days he saw it as the nucleus of one of the greatest industries of the world.

Accordingly he shaped his then sizable plant with its name already established for drop forging, to be part and parcel of this great development. Specialization was the thing! When it was completed there wasn't a department left which had not been especially remodelled to play its proportionate part in the future of the Wyman & Gordon Co. as a factor in the automobile industry.

The success of the venture is known in automobile circles throughout the world; the amazing growth of the parent plant in the Heart of the Commonwealth, the establishment and just as amazing development of the Cleveland branch, located in the very heart of the automobile manufacturing district on this continent, until today the Corporation stands supreme in the manufacture of drop forged crank shafts and steering knuckles. Few men of this age can equal the remarkable genius of this man of Worcester.

Notwithstanding the amount of personal attention necessary to guide his corporation to success, Mr. Gordon, like all other busy men, found time to contribute service to church and state. He entered this voluntary work with the same zest and earnestness that characterized his personal business; and, once in it, he never relaxed until the work was carried to a successful completion.

He died a comparatively young man as age goes today, barely 53 years old, and all Worcester mourned his passing, for his years of usefulness should still have been many and of greater fruitfulness even than those that preceded.

Mr. Gordon was a native of Worcester, educated in her public schools, Worcester Academy and Worcester Polytechnic Institute, graduating from the latter institution in 1881.

The next year he left for California, where he entered the engineering department of the United States Central Railroad Co. Later he entered the employ of F. A. Robbins & Co., San Francisco, manufacturers of presses and dies, with whom he remained until November, 1883, when he returned to Worcester. A month later he had formed a partnership with H. Winfield Wyman and these two practical men began, almost alone, a drop forging business. As Mr. Gordon once put it: "For many months Mr. Wyman and I shared all the responsibilities and work of janitor, fireman, engineer, bookkeeper and salesman."

Less than a dozen workmen were employed by the infant concern and a frame building 40 by 60 feet was more than ample for the first year's work. This original site is but a corner today in the group which compose the main factory buildings of the corporation.

For many years Wyman & Gordon was the only concern in Worcester doing a drop forging business, and a gradual growth was maintained each year, as various Worcester manufacturers turned over their drop forging to them.

By various stages the partnership expanded, manufacturing shuttle boxes, binders, loom crank shafts, car coupler knuckles, forgings for bicycles and electric rail bonds.

With the birth of the automobile came the great change in the Wyman & Gordon Co. and specialization in this work became the motto of the concern.

Mr. Gordon, with the reputation of his company behind him, began tours of the country after orders from the automobile manufacturers, and so fast did these come in that a new addition to the factory plant was

continually in progress. Finally the Cleveland branch factory was built and since that time the Wyman & Gordon Co. has been supreme in the manufacture of drop forgings for automobiles.

Mr. Wyman died in 1905 and shortly afterward the Wyman & Gordon Co. was incorporated with a capitalization of $300,000. The president and treasurer was Lyman F. Gordon; the vice-president is Harry G. Stoddard, and the secretary and general manager is George F. Fuller.

Mr. Gordon, in addition to managing his own corporation was a director in the American Thermos Bottle Company of New York and the Library Bureau of New York.

Aside from business affairs, Mr. Gordon took an active interest in various church and civic bodies. He was one of the most active members of the First Baptist Church, giving time and money to make it the most representative of its type in Central New England. His services in the Y. M. C. A. and the Masonic fraternity are no less conspicuous. While he never held public office he always maintained a personal interest in the progress of the municipality, holding membership not only in the Worcester Chamber of Commerce but in the Cleveland Chamber as well.

Naturally his choice of residence was Worcester, and here he was planning to make his home the year around, instead of passing a portion of the summer at his estate in the neighboring town of Grafton. To prepare for this he had just finished building a $300,000 mansion on Salisbury street and was personally supervising its furnishing when he was stricken with the illness which terminated fatally.

Ambrose T. Matthews

The genius and persistence of Ambrose T. Matthews, working in conjunction with the Wilmot & Hobbs Mfg Co. of Bridgeport, thirty years ago, to produce a steel of such quality that it could be deep drawn as readily as Swedish iron, the imported commodity then used for the purpose. This contribution to the industrial world has been of incalculable worth. Every steel mill in the country now has its department manufacturing this quality of cold-rolled sheet steel; every concern in existence then engaged in metal drawing from Swedish iron, and all established since, have substituted steel for iron.

Though eventually successful in compelling the industrial world to accept his deep drawn steel products, Mr. Matthews' idea, like other radical changes suggested by men in advance of their age, had its period of discouragement and indifference, on part of the early leaders in the metal industry. Only after many months did he succeed in breaking down this opposition to an extent which would enable him to demonstrate that commodities deep drawn from the proper quality of steel were better in every way than from Swedish iron.

The success of the first goods produced justified every prediction made by Mr. Matthews and, in 1889, with Mr. F. E. Reed and Mr. John Reed providing the capital, he began business here in Worcester under the name of the Matthews Manufacturing Company. Starting with three mechanics as his total force of employees, Mr. Matthews maintained the usual Worcester standard of consistent expansion and development. Every year of the quarter century he was at the helm showed an increase in volume of business and number of employees and at his death Mr. Matthews left an organization thoroughly efficient, capable of continuing the work from where he was forced to lay it aside.

Many times during the first few years of uninterrupted growth, the Matthews Manufacturing Co. took over additional factory space to properly handle the growing business and, in 1896, built a large three-storied factory building at 116 Gold street, with enough room to spare to handle, it was estimated, an expansion of the business for at least ten years. But it was not enough, for, a year ago, every bit of space and every department was congested again and a $20,000 addition was constructed and occupied last summer, with the Company specializing in the manufacture of stove trimmings, steam pipe collars, ball bearings, ferrules and sheet metal specialties.

Mr. Matthews established and developed the Worcester Ferrule & Manufacturing Co., an industry in which he

Mr. Ambrose T. Matthews

was active until he decided to launch a plant wherein he could have the sole management.

Fraternal organizations held no attractions for Mr. Matthews; he had no time to attend meetings, this was his reason for not joining. But business organizations appealed to him, and for many years under the régime of the Board of Trade he was an active member, continuing his interest and co-operation with its successor, the Chamber of Commerce. How great this interest was manifested only a few days before he died, when he sent a message apologizing for non-attendance at meetings on account of illness.

One other type of organization had his active support—the G. A. R. A veteran of the Civil War himself, he thoroughly believed in the Grand Army, and many a comrade in less fortunate circumstances was helped over a period of adversity by his generosity.

WORCESTER A QUARTER CENTURY AGO

January, 1890

The Grounding of "The City of Worcester"

The steamer, "City of Worcester," of the Norwich line, a popular boat with Worcester people traveling to and from New York, went on the rocks about a third of mile northwest of Bartlett Reef Lightship, early in this month in 1890. The boat was bound from New York and ran off her course while travelling through a heavy fog. About one o'clock in the morning the steamer struck and the few passengers aboard were thrown in a panic. Their fears were immediately allayed when it was found that there was no danger of the craft foundering and all remained aboard until morning, when the fog lifted, and they were rowed ashore.

The vessel was wedged so tightly in the rocks that it required two days' efforts to release her. Save for comparatively minor repairs to the bow and the general overhauling given to guarantee her seaworthiness, the company sustained no loss.

Mayor Winslow's Valedictory

With the inauguration of Mayor-elect Francis A. Harrington on January 6, 1890, Mayor Samuel Winslow retired to private life after being in continuous service as chief executive of the city for four years.

The newspapers were united in acknowledging the efficiency of this Worcester citizen and representatives of all parties were present at a reception tendered him in City Hall a few days before the inauguration of a new mayor.

Mayor Winslow closed his public life by giving to the members of the City Government, assembled in joint convention, a brief review of work accomplished during his four years in office.

Among the many interesting facts presented were statements showing that the valuation of the city had been increased from $52,700,000 to $69,000,000 and that the tax rate had been reduced from $18 at the beginning of his term to $16 at the close. In these four years, through numerous public improvements made and under way, the net debt of the city had increased only $94,876.97. This increase was due to extraordinary expenditures in the year 1889 alone, when nearly $1,000,000 had been expended in payment of water damages and sites for public buildings. The net debt of the city when Mayor Winslow relinquished the executive management was $2,489,791.56.

Special Aldermanic Election

The election of Francis A. Harrington as mayor left a vacancy in the Board of Aldermen, the mayor-elect having been the aldermanic representative from Ward 3. To fill this vacancy a special election was held which resulted in an easy victory for the Republican candidate, A. Frank Gates. He polled 3710 votes against 2189 for the Democratic candidate, James C. Luby.

The election was devoid of interest and barely fifty per cent. of the voters who cast ballots at the regular city election appeared at the polls.

A Day of Fires

Carelessness on part of an attendant was responsible for a fire in the Worcester Insane Asylum on Summer street on the night of January 18, 1890, which did damage estimated at $5000 in the so-called Johnnott wing and caused a panic among 200 violent patients confined in that section.

The entire asylum force was compelled to concentrate their efforts to hold the patients in check while they were marched—and in some instances carried—from the burning building to more distant wards.

Fortunately there was no wind to fan the flames and the fire was held in the one wing where it originated.

Early the next morning the firemen were called to the west side to a fire at the Worcester Agricultural fair grounds. The main exhibition hall was wrapped in flames when the department arrived and only by dint of heroic labor were the surrounding buildings saved. The hall was totally destroyed with a loss of $10,000. The annual meeting of the Association was held a few days later and a proposition to dispose of the west side property and build anew elsewhere was given consideration. A majority of the members disapproved of this step, however, and it was voted to rebuild the exhibition hall and continue in possession of the old property.

An Odd Item

An English correspondent sent an interesting item to the Worcester newspapers this month showing that Worcester, England, possessed the oldest newspaper published in the English language. Berrow's Worcester (Eng.) Journal claimed this distinction, stating in its columns that it began publication in 1709 under the name of the Worcester Postman, and had been published continuously as a newspaper since. The paper admitted that the London Gazette began publication at an earlier date but contended it could not be classed as a strict newspaper. In the article mention was also made of the Worcester Spy and crediting it with being the oldest newspaper published in America. The Spy, in reproducing the article, corrected this impression, giving the credit to the Hartford Courant, which was established in 1764, ten years before Isaiah Thomas created the Massachusetts Spy, the predecessor of the pioneer Worcester newspaper.

Major William O. Brown

Major William O. Brown, a member of the Board of County Commissioners for 21 years and widely known in Worcester, died at his home in Fitchburg on January 29, 1890, aged 75 years.

Major Brown was chairman of the Board from 1877 until January 1, 1890, when he resigned on account of ill health.

In his native city of Fitchburg, Major Brown was one of the most popular of her gifted sons. He was a selectman of the town prior to its incorporation as a city and later served with distinction in the Board of Aldermen.

CITY AFFAIRS

The City Election

Mayor George M. Wright was returned to office for a third term at the annual city election in December by the largest vote and the greatest plurality ever accorded a candidate in a contest for the mayoralty since the city became incorporated in 1848.

Mayor Wright polled a total of 13,254, a total of 6585 more votes than his opponent, James W. Carberry, the Democratic candidate. In the landslide for the present chief executive, Ward 3, always regarded as one of the Democratic strongholds of the city, was carried for him with a margin of 28 votes.

Mr. Carberry, in his preelection campaign, raised issue with the methods of transacting municipal affairs, maintaining that more efficient methods were demanded in City Hall and claiming that it was the duty of a Mayor to see to it that this efficiency was maintained.

Mayor Wright went before the voters with accomplishments during his two terms in office as his issues and left the decision with the citizens.

The only other spirited campaign for office developed in Ward 8, where Charles R. Johnson, dean of school committeemen, with a record of 24 years' continuous service, was opposed by Morris S. Wright, a prominent manufacturer. In the primaries Mr. Wright was defeated for the Republican nomination by some 40 votes by Mr. Johnson, but his friends induced him to run as an Independent Citizens candidate. He was also given the Democratic nomination. Mr. Johnson, however, was elected by a vote of 1298 to 826.

The city again voted to license the sale of intoxicating liquors by a margin of 2372 votes, less than half the majority of the preceding year.

The result of contests for the Board of Aldermen and Common Council gives the Republicans eight of the eleven members and 21 of the 30 members in the lower branch.

The city government for 1915 follows:—

MAYOR

*George M. Wright.

ALDERMAN-AT-LARGE

Pehr G. Holmes.

ALDERMEN

Ward 1—John G. Johnson, Rep.
Ward 2—*Albert I. Johnson, Rep.
Ward 3—John C. Mahoney, Dem.
Ward 4—James A. Gallagher, Dem.
Ward 5—Francis P. McKeon, Dem.
Ward 6—Christian Nelson, Rep.
Ward 7—*Arthur T. Squires, Rep.
Ward 8—*John F. Chase, Rep.
Ward 9—*Alfred M. Van Dusen, Rep.
Ward 10—Daniel Waldo Lincoln, Rep.

COMMON COUNCIL

Ward 1—Fred H. Daniels, Rep.; *Philip H. Duprey, Rep.; **Gustaf Olin, Rep.

Ward 2—**Arthur L. W. Larson, Rep.; **William T. Mitchell, Rep.; Michael J. O'Hara, Rep.

Ward 3—**Anthony A. Lepore, Dem.; William F. Nardi, Dem.; Martin J. O'Brien, Dem.

Ward 4—**Louis B. Glixman, Dem.; **Joseph W. Leyden, Dem.; *John H. Murphy, Dem.

Ward 5—*Cornelius W. Corbett, Dem.; Michael J. Fitzgerald, Dem.; **William F. Shea, Dem.

Ward 6—*Walter W. Lassey, Rep., two-year term; Carl J. Rolander, Rep., unexpired term; **John A. Swan, Rep.

Ward 7—*Frederick S. Clark, Rep.; **Henry W. Guy, Rep.; *John C. Ware, Rep.

Ward 8—**Clarence M. Hall, Rep.; *Frank L. Ham, Rep.; *Fred A. Minor, Rep.

Ward 9—Albert H. Moss, Rep.; Charles B. Ham, Rep.; **Herbert Shales, Rep.

Ward 10—**Alexander B. Campbell, Rep.; Henry A. Cooke, Rep.; **Winfred H. Whiting, Rep.

SCHOOL COMMITTEE

Ward 1—**C. Waldo Cutler, Rep.; Emily F. Foster, Rep.; **Albert H. Inman, Rep.

Ward 2—**Thure Hanson, Rep.; **Herbert C. Sanborn, Rep.; *Edward W. Wilder, Rep.

Ward 3—Joseph M. Cassidy, Dem.; **Eugene E. Sullivan, Jr., Dem.; **Francis A. Underwood, Dem.

Ward 4—**William H. Burke, Dem.; *George A. Power, Dem.; **Joseph F. Quinlan, Dem.

Ward 5—**Patrick J. Carney, Dem.; David F. Daley, Dem.; **James F. Timon, Dem.

Ward 6—*Walter J. Cookson, Rep.; **Pehr Reinhold Meyer, Rep.; **George R. Tuson, Rep.

Ward 7—*Edwin Batty, Rep.; Louis E. Bragg, Rep.; **Charles F. Marble, Rep.

Ward 8—*Frank H. Hankins, Rep., for unexpired term; *Charles R. Johnson, Rep.; **John E. Rice, Rep.

Ward 9—**John A. Clough, Rep.; *Henry E. Dean, Rep.; **Albert L. Smith, Rep.

Ward 10—*Charles B. Elder, Rep.; **Dana M. Dustan, Rep.; **Herbert M. Wilson, Rep.

*Reelected. **Holdover.

City Council

December 14, 1914

Mayor George M. Wright sent in a message at this meeting recommending the extension of the low service water pipe line from Chandler street, along Park Avenue, Townsend and Merrick streets as far as Pelham street. He stated that he not only considers the pipe line necessary but is anxious that the order be adopted at this time so that men in need of work could be supplied with temporary employment.

December 21, 1914

Acting in accordance with Mayor George M. Wright's wish, both branches rushed through a loan order of $35,000 for continuance of work on the outfall sewer, thus providing employment for a number of men out of work.

Louis E. Feingold was elected trustee of the Free Public Library for a term of six years to succeed Judge Frederick H. Chamberlain. Dr. Michael F. Fallon, who had served about a year of the unexpired term of the Rev. Bernard S. Conaty, was reelected for a term of six years. Charles F. Marble, George I. Alden and John M. Buckley were reelected trustees of the Trade School for terms of three years each.

Charles S. Holden and George F. Brooks were reelected overseers of the poor.

EDITORIAL REFLECTIONS

The Last New England President

The other day there was dedicated at Concord, New Hampshire, a statue to Franklin Pierce, fourteenth president of the United States, and the last one from New England. The day was cold and disagreeable and notwithstanding the presence of many able and eloquent New Hampshire men and a goodly representation of New Hampshire people, the event aroused little interest outside of the Granite State. Neither the President nor the Vice-President nor any member of the Cabinet nor of either branch of Congress put in an appearance.

And yet Mr. Pierce was quite a man in his day. He received in the electoral college of 1852 the votes of all but four states of this Union, a record that since the days of Washington stands unparalleled in our political history. He was one of the ablest orators in the age that produced Webster and Calhoun, Clay and Davis, Phillips and Hale. He came of distinguished lineage and he lived an unspotted life. And yet 60 years after his inauguration his own party was so unmindful of his greatness that the leader of the Democracy with which he was identified during his entire life ignored him as completely as if he had been the head of a foreign state.

The student of history will find in this episode something more than mere administration neglect or an added evidence of the ingratitude of republics. The truth of the matter is if Franklin Pierce was alive today he would find himself as far out of sympathy with Mr. Wilson and his policies, with the exception of the two subjects of female suffrage and prohibition, as Mr. Taft is.

We have gained something in the half century since Pierce. Individually we are much humaner, more liberal, broader minded than they were in 1852. We have as a Nation gained immeasurably in extent and in international influence.

But we have lost something too. Great constitutional lawyers are as rare now as strawberries in January and almost as expensive. Our politicians know but little about our form of government and what little they do know they dislike. The Constitution has become a byword. Its limitations are hateful and its power is derided. How to square our conduct with it has been altered to how can we evade it most easily and certainly.

Instead of hating foreign governments as did our fathers, we have borrowed from England her income tax and from Germany her socialism. Instead of the sanctity of private business we have instituted a standing army of official peekers and priers and peepers. We have glorified the tattle-tale and put a premium on the false witness. Our government, which started out to be paternalistic, has now become socialistic and threatens soon to become annihilistic. The tax gatherer is our most frequent visitor. Monarchical commissions have been set up in every city, in every state and throughout the Nation. There is more education and less learning. The people have more money and less wealth. They know more and believe less.

Watchful waiting has taken the place of faith, and reverence has been supplanted by pitiless publicity. Labor is no longer honorable, wealth is a crime and honesty is an old-wives tale.

Franklin Pierce, old-fashioned New England gentleman, courteous, chivalric, unassuming, single-minded, sincere, was rather out of the modern scheme of things, that is a fact. He was wrong on the question of human slavery, of course. But then he was wrong in so many other things that this generation is right in that we can perhaps forgive him this one error.

Our Employment and Relief Bureau

For the first time in many years the city of Worcester is confronted this winter by a serious unemployment problem. For months before the outbreak of the European war, business was bad in this city. The Underwood-Simmons tariff dealt this city a deadly blow and at a recent gathering of charity workers in Boston, it was the general consensus of opinion that with the exception of that one city, Worcester had been hit as hard industrially as any place in New England.

Our laboring people have borne up under this state of things marvelously well. They have not complained and they have not grown impatient. They have gone on the theory that half a loaf was better than no bread and they have tried to make that half a loaf go twice as far as usual.

Our employers, too, have kept their plants going as best they could and have run them just as long as possible without going into bankruptcy.

Now our working classes have got pretty near to the end of their resources, and this winter we find ourselves for the first time in years with thousands of bread winners in this city either out of work altogether or else working just enough to keep soul and body together.

The Chamber of Commerce believes that this situation is so pregnant with possibilities of harm of all kinds that it has organized a Bureau of Employment and Relief, headed by Hon. Charles G. Washburn which, in co-operation with the Associated Charities, is doing what it can to relieve the existing distress.

The trouble so far encountered has been that the ignorant and more or less well-to-do public is educated to believe that we either are now or are about to be ushered into the elysian fields of prosperity again. It is true they say that 1914 will have to be written off to profit and loss, but 1915 will more than make up for it.

The gymnasia in which one hoists oneself by one's own boot-straps are well patronized these days, but the operation seems better calculated to create an appetite than to satisfy it.

Help Belgium all you want to; boom prosperity until you are black in the face, but when you lie down in your comfortable beds at night don't forget that there are men, women and children starving to death in this great country of ours in this, the first month of the year of our Lord, 1915.

We hope and pray that there may be none such in Worcester and the Chamber of Commerce doesn't intend that there shall be if we can help it.

WORCESTER CHAMBER OF COMMERCE
WORCESTER, MASSACHUSETTS, U.S.A.
"IN THE HEART OF THE COMMONWEALTH"

Officers

President, J. LEWIS ELLSWORTH
Vice President, ALBERT A. SPAULDING
Secretary, HERBERT N. DAVISON
Treasurer, H. WARD BATES
Auditor, HENRY H. KNAPP
Clerk, DANA M. DUSTAN

Directors

WALTER H. ALLEN
HARTLEY W. BARTLETT
ERNEST P. BENNETT
GUSTAF A. BERG
JOHN E. BRADLEY
CHANDLER BULLOCK
MOSES GROSS
EARLE BROWN
J. HARVEY CURTIS
C. HERBERT DEFOSSE
J. LEWIS ELLSWORTH
FRANK S. FAY
ALBERT H. INMAN
WALLACE T. MORLEY
CHARLES H. NORTON
WALTER D. ROSS
WILLIAM H. SAWYER
MARK N. SKERRETT
ALBERT A. SPAULDING
WILLIAM J. WOODS

Executive Committee

WALTER H. ALLEN, *Chairman Transportation Committee*
CHANDLER BULLOCK, *Chairman New Enterprise Committee*
WILLIAM H. SAWYER, *Chairman Civic Affairs Committee*
ALBERT H. INMAN, *Chairman Mercantile Affairs Committee*
J. LEWIS ELLSWORTH, *Ex-officio*
ALBERT A. SPAULDING, *Ex-officio*
HERBERT N. DAVISON, *Ex officio*

Worcester Magazine Committee
FRANK S. FAY, *Chairman*

DR. D. W. ABERCROMBIE
GEORGE F. BOOTH
FREDERICK BRYANT, M. D.
IRVING E. COMINS
PROF. A. WALDO CUTLER
FERGUS A. EASTON
HEMAN ELDREDGE
HERBERT A. MAYNARD
CLARENCE W. HOBBS
WILLIAM B. SCOFIELD

Chamber of Commerce Traffic Bureau

Traffic Manager
JOSEPH H. LANE

Rate Clerk
HENRY A. ROUSSEAU

Bureau of Mercantile Affairs
EDWARD B. CLAPP, *Chief of Bureau*

Assistant Secretary and Associate Editor Worcester Magazine
WILLIAM J. CONLON

Advertising Manager Worcester Magazine and Assistant Secretary
HERBERT L. FISKE

December Directors' Meeting

Board Goes on Record as Approving the Purchase of the Fidelity Mercantile Agency—Co-operation Extended for Sealers of Weights Convention

The December meeting of the Worcester Chamber of Commerce held in the Directors' room Thursday evening, December 10, at 8 o'clock, with the President, Hon. J. Lewis Ellsworth, in the Chair. Beside Mr. Ellsworth there were present the Vice-President, Albert A. Spaulding, Frank S. Fay, William H. Sawyer, Charles H. Norton, Mosses Gross, Gustaf A. Berg, Earle Brown, Hartley W. Bartlett, Walter H. Allen, Chandler Bullock, Ernest P. Bennett, and Mark N. Skerrett, a quorum. Absent, John E. Bradley, J. Harvey Curtis, Walter D. Ross, William J. Woods, Wallace T. Morley, C. Herbert DeFosse, Albert H. Inman.

The records of the last meeting of the Board of Directors were read and approved, as were those of the Executive Committee for the meetings held since the Directors last met.

The principal item of business was the discussion of the recommendation by the Executive Committee for the purchase of the Fidelity Mercantile Agency, so-called, reading as follows:

December 4, 1914.

Voted, That the Executive Committee of the Worcester Chamber of Commerce recommends to the Directors of this body that we purchase the property of the Fidelity Mercantile Agency of Worcester, Massachusetts, at a price not to exceed $6500, and that in consideration of this sum to them in hand paid said Fidelity Mercantile Agency of Worcester, Massachusetts, shall, through some properly accredited agent or trustee turn over to the Worcester Chamber of Commerce every share of the capital stock of said Fidelity Mercantile Agency of Worcester, Massachusetts, and all its other assets of every name and nature.

And it was further *voted*, that we recommend to the Directors that they recommend to the corporation at its annual meeting in January, that our Treasurer be authorized to give the Corporation's note to one of the banks of the city for a sufficient sum to cover the purchase price of the said Fidelity Mercantile Agency.

After a lengthy discussion on the whole matter, in which practically every Director participated, and an investigation of the Charter of the Corporation and the By-laws, is was, on motion of Charles H. Norton, seconded by Walter H. Allen, unanimously

Voted, that the Executive Committee of this Chamber take the necessary further steps to purchase the Fidelity Mercantile Agency.

It was then, on motion of Mr. Hartley W. Bartlett, voted that it be the sense of this meeting that the purchase of the Fidelity Mercantile Agency be not consummated until after the by-laws had been amended in conformity to the above vote.

It was voted that Mr. E. B. Clapp, Secretary of the Mercantile Bureau, be empowered to obtain the Legislative Bulletins of the General Court for the year 1915 and to take the necessary steps to secure copies of all bills affecting the interests of Worcester or Worcester County.

An invitation was read from the New York, New Haven & Hartford Railroad to attend the Latin-American conference under its auspices at the American House in the city of Boston, December 15th. The President was empowered to attend the same as representing this Chamber and also to appoint such other delegates as he saw fit.

It being known through a communication from Thure Hanson of this city, President of the Massachusetts Associations of Sealers of Weights and Measures, that the annual convention of that body was to be held in Mechanics Hall, this city, on January 7 and 8, it was voted to co-operate with said Association in this convention and to notify our members of the same.

A lengthy communication was received from James N. Heald complaining of the difficulty now experienced by every automobile owner and driver in transacting his business on Main street within a sufficient short time to avoid arrest for violation of the traffic rules. Mr. Heald roundly denounced the fifteen-minute rule now in existence in this city and stated that it was working a hardship not only to the automobile owners but also to the merchants.

The matter was thoroughly discussed by the Directors, who were unanimously of the opinion that fifteen minutes was too short a time to allow an automobile to remain in one place on Main street, and it was unanimously voted that the Chamber of Commerce petition the City Government to have the rules amended so that an auto-

mobile hereafter may be allowed to remain 30 minutes at one time in one place on Main street.

The Directors further voted that a petition to this end be drawn up and that Secretary Clapp of the Mercantile Bureau be instructed to circulate this petition among the merchants on Main street for their signature, and that the said petition be submitted to the City Government with the request for the change in the traffic rules.

A copy of a resolution introduced in the House of Representatives by Hon. August P. Gardner, providing for a National Security Commission to inquire into the preparedness of the United States for war with an accompanying petition, was laid on the table.

Similar action was taken with a communication from E. T. Hartman, Secretary of the Massachusetts Civic League, asking for our endorsement of state control of the county prisons.

This being the final meeting to be attended by Messrs. Ernest P. Bennett, Gustaf A. Berg, Earle Brown, Hartley W. Bartlett and Frank S. Fay, the President took the occasion to thank these gentlemen for their long and faithful service as Directors of this organization and, on motion of Mark N. Skerrett, it was voted, that the Board of Directors extend their thanks to these gentlemen for their conscientious and untiring devotion to the best interests of this body.

Adjournment followed.

The Traffic Bureau

Interstate Commerce Commission Decides Favorably Towards Railroads in 5% Rate Case

The decision on the advance rate case just rendered by the Interstate Commerce Commission and published late today is very welcome news to the American business man for several reasons.

This decision, which is favorable to the eastern roads, will do more to stimulate business than almost anything that has happened for some time past. Right here it must be borne in mind that our city of Worcester, with its many and varied industries, will benefit to a greater extent than almost any other New England city. In fact, it has been stated, with reason, that Worcester, as a machine tool center as well as the center for other iron and steel products, will be the chief eastern city to derive benefit from this action on the part of the Interstate Commerce Commission.

It must be understood that this advance will affect through rates in trunk line territory (that is, territory east of Chicago and north of the Ohio and Potomac Rivers) and will not necessarily affect the local New England rates which have been advanced lately. New England will be affected, however, in the application of through rates on all business going to western points in Official Classification Territory.

Another benefit derived from this decision will be the settlement in the near future by decision of the Interstate Commerce Commission and the various Public Service Commissions of other rate advances now pending, all of which have been depending on the outcome of this case just decided. With these cases out of the way the business atmosphere will be cleared of many knotty transportation problems and the Worcester manufacturer will be able to see daylight and prosperity ahead.

Still another good result will be that the extent of increases in passenger fares and other similar advances in the future will be somewhat modified and curtailed by not only the railroads themselves but the Public Service Commissions of our various states together with the Interstate Commerce Commission.

Hundreds of associations of merchants, manufacturers and business men have urged this increase on the basis of increased business which would result therefrom, and it is now up to these associations to get together with the railroads and help produce the prosperity which has been coming to us for some time. Worcester business men will take the lead in a movement of this kind and the prosperity which we have looked for for some time should be with us very soon.

Express Revenues Drop

Earnings of nine large express companies for August, just reported to the Interstate Commerce Commission, show a further loss of business to the parcel post service.

The Adams, American, Canadian, Globe, Great Northern, Southern, Wells Fargo, and Western Express Companies had aggregate gross revenues for August of $11,691,546, a decrease from the corresponding month of last year of $1,123,000. For the first two months of the current fiscal year the decrease was $1,797,000. The combined operating income showed a deficit of $271,000, whereas a year ago there was a profit of $100,000. For the two months the deficit was $77,000, as against a surplus of $377,000 a year ago.

The Adams, American, Southern, and Western all operated at a loss in August.

Modify Detention Charges on Insulated Cars

As a result of hearings before the Suspension Board of the Interstate Commerce Commission two weeks ago, it was agreed that the Demurrage Code be amended to remove the extra detention charge imposed on lined cars and heater cars, and that the charges on refrigerator cars be materially modified.

Rule 7 of the code is affected by this new arrangement. The rule provided that 48 hours' free time should be allowed on all classes of refrigerator and insulated equipment, after which, in addition to the regular demurrage charge of $1 per day, there should be assessed a detention charge of $2 per day for the first two days and $3 per car thereafter.

New England shippers are already being assessed heavy extra charges for heater-car equipment, and have furnished at their own expense the linings for the ordinary box cars which are necessary for the protection of fruits and vegetables during the winter months. In view of these facts, it was urged that an additional charge on such lined cars and heater cars would be unreasonable. After a thorough discussion of the matter, the railroads, through their representatives, agreed that an exception should be made of lined and heater cars, and that the charge on refrigerator cars should be lowered.

The Traffic Bureau was represented at this hearing and talked to prepare evidence to support the arguments for a reduction.

Address Shipments Plainly

Effective February 1, 1914, Rule 3 of Official Classification, which provides for the manner in which shipments shall be marked, will be changed so as to call prominently to the attention of shippers the necessity

for complying with the requirements of this rule. It is understood that shipments bearing more than one mark will be refused by the carriers.

An appreciable percentage of the claims against railroads grows out of indistinct, incomplete or incorrect marking, or from the use of packages which carry more than one shipping mark. The attention of the Traffic Bureau has been called to instances where as many as four different shipping marks appeared on a package. It is obviously impossible for an agent at a transfer point to tell the correct destination of a shipment marked in this manner. There are three chances to one of it going astray, to the great annoyance of both the shipper and consignee, and frequently at the expense of the railroad.

Shippers should co-operate with the carriers in endeavoring to start the shipments to destination properly and legibly marked. When the shipment carries only one shipping mark and the shipping receipt is written in a legible manner so as to insure correct billing, there is very little chance of the shipment going astray. When the reverse is the case, there is a very strong probability that it will either fail to reach destination or its arrival will be seriously delayed. Much of this tracing could be avoided by shippers carefully observing the rules with respect to marking shipments, making out shipping receipts, and indicating the proper routes thereon.

The Traffic Bureau will be glad to confer with members desiring further information on this subject.

The Agricultural Bureau

Launching the County Work

What will undoubtedly be the most far-reaching and important single meeting in the interest of Worcester County agriculture ever conducted in this great agricultural territory, will be held in Worcester on Saturday, January 9.

The occasion will be the annual meeting of the Worcester County Improvement League and Alfalfa Club, dedicated to the awakening of the spirit of co-operation and marking the beginning of real active County work on part of this County organization.

Every effort is being utilized at this writing to assemble a record breaking attendance at the mass meeting and luncheon at Hotel Bancroft, where the public session will be held. The Worcester Chamber of Commerce is inviting its entire membership to be present and other commercial organizations throughout the County have been invited to co-operate.

Among the speakers invited to be present are Prof. K. L. Butterfield, president of Massachusetts Agricultural College, Prof. W. D. Hurd, State Leader of Extension Work and his assistant, Prof. H. J. Baker, Prof. L. A. Clinton of the U. S. Department of Agriculture, Hon. Wilfred Wheeler, Secretary of the State Board of Agriculture, John A. Schuerle, Secretary of the Hampden County Improvement League, Mayor George M. Wright, and officials of the various railroads.

The principal item of business at the annual meeting, aside from election of officers, will be a vote on the question to change the name of the organization to "The Worcester County Farm Bureau," a name desired by the U. S. Department of Agriculture.

Winter Meeting of the State Board of Agriculture

The public winter meeting of the State Board of Agriculture, which was held in Worcester the first three days of December, has been pronounced so successful that many of the agriculturists attending the sessions would like to see this city made the permanent meeting place for this popular winter gathering every year.

The Board, in addition to the various State organizations of farmers, had the active co-operation of the Worcester Chamber of Commerce and the Worcester County Improvement League and Alfalfa Club.

Headquarters for the Board were established in Hotel Bancroft, only a minute away from Horticultural Hall, where principal sessions, demonstrations and exhibits were conducted. On account of the many important speakers and demonstrations planned, Chamber of Commerce Hall was pressed into service and used continuously.

One of the greatest features of the sessions was the reception and luncheon in honor of the visiting delegates given by the Chamber of Commerce, on the second night of the meeting. Over two hundred members of this organization were present to entertain the visitors, and greetings were extended by President J. Lewis Ellsworth, ex-secretary of the State Board of Agriculture, Hon. Charles G. Washburn, Harry W. Goddard and other representative business men of the city.

Among the first prize winners was Mr. Ellsworth, President of both the Chamber of Commerce and the Worcester County Improvement League and Alfalfa Club. He was awarded the silver trophy offered by Mayor George M. Wright for the highest scoring delivery milk in Worcester, with an extremely creditable mark of 96.90, the highest among 51 entries.

State Grange Annual Meeting

The 42d annual session of the Massachusetts State Grange was held in Worcester from December 8 to 10, with some 700 delegates in attendance. The meetings were held in Mechanics Hall, and were formally opened by His Excellency, Governor David I. Walsh.

During the days the meetings were in progress, open house was maintained in the recently opened quarters of the Worcester County Improvement League and Alfalfa Club, in the Chamber of Commerce rooms, 11 Foster street, and a large number of the delegates took the occasion to call and learn in detail the plan of operation, as outlined by Manager Charles H. White.

Worcester Port of Entry

Charles H. Pinkham, Deputy Collector of Customs

Collections on goods received from foreign countries dropped to a new low level in November at the Worcester port of entry.

There was received at the port in November 351 packages valued at $30,016 on which tariff to the amount of $1507 was collected. This is $1152.39 less than was collected in October, which was until the November proceeds had been figured, the smallest month on record.

The number and the value of the imports has been gradually falling off for some time, partly on account of the war and because of the reduction in the tariff.

A comparison of the packages received in October and November shows a balance in favor of October of 6307, while in value the goods received in October exceeded those of November by $95,399. Included in the November shipments were seven cases of goods from Germany.

Building Operations

City	November 1914	November 1913	Per Cent. Gain	Per Cent. Loss
Akron	$179,395	$173,135	4	
Albany	301,578	781,965		61
Atlanta	228,104	278,904		18
Baltimore	274,980	612,796		55
Buffalo	498,000	580,000		14
Cedar Rapids	250,000	497,000		50
Chattanooga	28,258	38,610		26
Chicago	6,513,150	6,490,650	..	..
Cincinnati	336,210	466,110		28
Cleveland	2,153,645	1,241,640	73	
Columbus	377,385	398,770		5
Dallas	133,850	876,615		85
Dayton	53,625	111,975		52
Denver	134,410	155,129		13
Des Moines	93,302	108,990		14
Duluth	189,510	204,675		7
East Orange	79,605	117,503		32
Evansville	57,086	103,405		45
Ft. Wayne	100,975	102,150		1
Grand Rapids	171,425	275,384		38
Harrisburg	34,000	84,800		60
Hartford	399,385	1,071,045		63
Indianapolis	265,190	479,711		45
Kansas City	341,220	934,672		63
Lincoln	39,475	145,623		73
Little Rock	18,590	47,050		60
Los Angeles	785,310	1,200,158		34
Manchester	86,665	150,234		42
Memphis	133,275	211,271		37
Milwaukee	591,583	1,454,410		59
Minneapolis	703,615	820,990		14
Nashville	33,655	78,946		57
Newark	373,627	549,371		32
New Haven	315,755	214,475	47	
New Orleans	69,632	139,716		50
New York City—				
Manhattan	2,058,244	4,121,737		50
Bronx	448,013	416,614	8	
Brooklyn	1,617,445	2,309,415		30
Oakland	281,769	414,226		32
Oklahoma	1,509,915	8,615,174		27
Omaha	133,583	268,590		50
Paterson	46,961	81,030		42
Peoria	605,200	184,600	228	
Philadelphia	1,240,530	2,026,565		39
Pittsburgh	777,368	698,617	11	
Portland	453,830	608,865		25
Richmond	130,638	281,399		54
Rochester	398,830	649,575		39
Salt Lake City	107,323	171,800		38
San Antonio	988,587	1,142,986		14
San Francisco	987,587	1,142,986		14
St. Joseph	36,410	132,515		73
St. Louis	650,029	1,073,643		39
St. Paul	710,697	647,682	10	
Scranton	88,852	156,625		43
Seattle	229,615	387,790		40
Shreveport	77,764	90,626		14
Sioux City	84,477	118,127		28
Spokane	55,880	78,610		29
Springfield, Ill.	55,100	41,425	33	
Syracuse	235,365	182,330	29	
Tacoma	270,655	63,520	326	
Toledo	276,676	283,555		2
Topeka	35,680	40,308		11
Troy	37,450	27,150	38	
Utica, N. Y.	95,500	143,825		34
Washington	419,544	644,033		35
Wilkes Barre	76,493	212,428		64
Worcester	424,124	299,688	42	
Total	[illegible],803,789	$11,005,514		20

The Year in Business

The effect of the European war upon Worcester business is mirrored conclusively in the annual statements of bank clearings, stamp and envelope sales at the Worcester Postoffice and Worcester County Failures, as compared with the statements issued for the year 1913.

Business was far from normal prior to August 1, but beginning with that date, when all Europe broke out aflame, a new low level was established and but little improvement has been since shown.

Bank clearings for 1914 totalled $131,259,572, a decrease of $1,341,205 from 1913; and the bulk of this loss appears since August.

Stamp and envelope sales for 1914 reached the new high total of $562,289.90, an increase of $17,943.68 over 1913. The popularity of the parcel post, especially in the early months of the year, when record breaking monthly totals of receipts were established, more than offset the decided losses of the last five months.

Failures in Worcester County for the year 1914 numbered 96, with liabilities of $1,507,967 and assets of $707,797. This is a somewhat better record than set up in 1913, when there were 100 failures with liabilities of $1,778,828 and assets of $825,064, but here again, as in the postoffice sales, the improvement in the early months of 1914 made these figures for the year stand out to better advantage.

Local Bank Clearings

	1913	1914
January	$12,035,934	$12,299,155
February	11,152,333	9,701,666
March	11,472,016	12,272,962
April	11,902,125	11,927,834
May	11,335,874	11,464,955
June	11,028,495	11,431,600
July	11,701,625	11,679,553
August	10,430,982	9,865,364
September	10,451,959	9,628,942
October	13,364,363	11,357,515
November	10,452,657	9,754,581
December	11,216,650	9,875,445
Totals	$136,545,013	$131,259,572

Stamp and Envelope Sales

	1913	1914
January	$47,917 40	$50,963 26
February	39,147 10	41,551 97
March	47,237 15	50,524 59
April	42,473 35	50,343 08
May	45,355 38	44,672 85
June	42,330 76	48,683 87
July	41,165 19	46,084 53
August	40,397 21	39,564 81
September	43,965 71	41,307 74
October	49,627 34	47,593 97
November	42,757 85	41,860 31
December	62,271 78	59,468 92
Totals	$544,646 22	$562,589 90

Worcester County Failures

	Failures 1914.	Liabilities.	Assets.
January	8	$50,437	$16,750
February	7	161,078	127,186
March	11	125,632	65,514
April	7	14,143	3,928
May	4	210,362	82,223
June	8	45,621	4,870
July	10	44,082	13,597
August	9	49,975	18,913
September	7	161,518	58,315

October	10	$3,999	37,622
November	3	222,668	200,254
December	12	338,452	78,625
Totals	96	$1,507,967	$707,797

	Failures 1913.	Liabilities.	Assets.
January	15	$79,517	$13,956
February	12	256,081	96,204
March	12	57,061	17,223
April	5	507,800	433,075
May	8	88,668	18,800
June	6	453,982	140,467
July	4	108,794	8,702
August	4	13,191	2,756
September	3	25,473	6,042
October	8	23,639	10,166
November	8	28,462	8,081
December	15	136,160	69,592
Totals	100	$1,778,828	$825,064

Current Events

General

December 1. George H. Ward Post, G. A. R., opens great fair in Mechanics Hall, an event which nets the organization $4000, to be applied to the building fund.

Annual winter meeting of State Board of Agriculture opens in Worcester with a large attendance representing all parts of Massachusetts.

8. Governor David I. Walsh opens annual convention of the Massachusetts State Grange in Mechanics Hall.

9. Prominent church dignitaries attend annual Episcopal Churchmen Club dinner at The Bancroft.

10. New England Hotel Men's Association opens annual meeting at The Bancroft.

11. Worcester Elks honor John T. Flanagan with complimentary banquet on appointment as District Deputy of the Order.

Twentieth annual dinner held at Hotel Bancroft with John N. Cole of Andover as principal speaker.

16. Mechanics Hall crowded at 28th annual concert and ball of Worcester Police Relief Association.

W. W. Pollock, president of Manufacturers' Appraisal Co. of Cleveland, explains the Somers system of realty valuation to members of the Chamber of Commerce.

18. President Ira N. Hollis of Worcester Polytechnic Institute principal speaker at dedication of new High School of Commerce.

22. Dr. Thomas J. Barrett of this city elected chairman of the Massachusetts State Board of Registration in Dentistry.

29. Worcester County football stars of Dartmouth College entertained at complimentary banquet at Hotel Bancroft.

30. Alfred L. Aiken, governor of Boston Federal Reserve Bank and former president of Worcester National Bank, explains new bank's functions before large audience in Masonic Temple.

31. New year of 1915 ushered in with entertainments at hotels and Watch Services in Worcester churches.

City Affairs

December 5. New tuberculosis hospital formally opened to receive patients.

8. Mayor George M. Wright reelected over James F. Carberry by largest plurality ever polled in a contested election—6585.

10. Supreme Court sustains Mayor Wright in his contention that City of Worcester was not legally bound to accept Knox fire trucks contracted for by his predecessor, without the approval of Fire Engineers.

Democratic City and State Committee members endorse Atty Mark N. Skerrett for postmaster.

Finance Committee votes to recommend a loan order of $50,000 for continuance of work on Asnebumskit water system.

11. Postmaster James W. Hunt announces the appointment of 15 additional substitute clerks and 14 additional substitute carriers.

12. Mayor authorizes Water Department to put emergency pumping plant at Metropolitan basin in working order to guard against shortage in high service water supply.

15. Superintendent of Public Buildings assigns a separate district for each of the new building inspectors just appointed.

Assistant City Solicitor Clifford S. Anderson resigns to become candidate for City Solicitor now held by Ernest H. Vaughan. Atty Marvin M. Taylor also announces candidacy.

17. Meeting of Park Institute of New England held in Common Council chamber, with park commissioners and playground supervisors from all parts of New England present.

18. Judge Samuel Utley rules against the new traffic rule requiring vehicles to come to a full stop, declaring it unreasonable and void.

Supplementary tax list of the city amounts to $1,483,200, according to report of Assessors.

19. Franklin Binns elected president of the Worcester County Republican Club.

21. Sealer of Weights and Measures Paul E. Holmberg makes request for additional office room in annual report.

22. Republican members of School Committee meet and agree on Charles F. Marble as their candidate for chairman.

Metropolitan Water Board agrees to Mayor Wright's plan, receding from a demand of 6 per cent. interest on $164,000 damages for taking over of Asnebumskit water shed by city in August, 1911, and accepts 3½ per cent., a net saving to the city of nearly $15,000.

24. Redistricting Committee completes its work and prepares report of redivision of ward lines, there being no increase in number of wards or change in political makeup.

30. Members of City Council of 1914 have farewell banquet at Hotel Warren.

31. Sheriff Benjamin D. Dwinnell of Worcester County completes 40 years of continuous service.

Industrial

December 4. O. S. Kendall & Son disposes of business to western company.

8. Clark Sawyer Co. reorganize with Charles A. Fletcher as president, William Stevenson as vice-president, Frank H. Anderson as treasurer, and John B. Martin as clerk.

12. Early morning fire burns Wheeler Block, 88 to 94 Mechanics street, damaging building and contents to the amount of $150,000.

16. Directors of Worcester Electric Light Co. vote to increase capital stock from $1,300,000 to $1,400,000 by issuance of 1000 additional shares of stock.

18. Worcester manufacturers satisfied with ruling of Interstate Commerce Commission granting eastern roads an increase of 5 per cent. in freight rates.

Fourth annual Christmas tree of Worcester Publicity Association attracts 250 members to Hotel Bancroft.

23. Fire in Rogers Block, in Salem Square, occupied by M. D. Holmes & Sons Co., causes $7000 damage.

29. Directors of Bancroft Realty Co. vote to declare 5 per cent. dividend for quarter ending January 1.

Necrology

December 3. Of carcinoma, at City Hospital, Ambrose T. Matthews, pioneer manufacturer in stamping industry of Worcester, aged 71 years, 2 months and 8 days.

4. Of pneumonia, at sea, on November 15, Chauncey Harding Goodwin, widely known traveler of this city, aged 39 years.

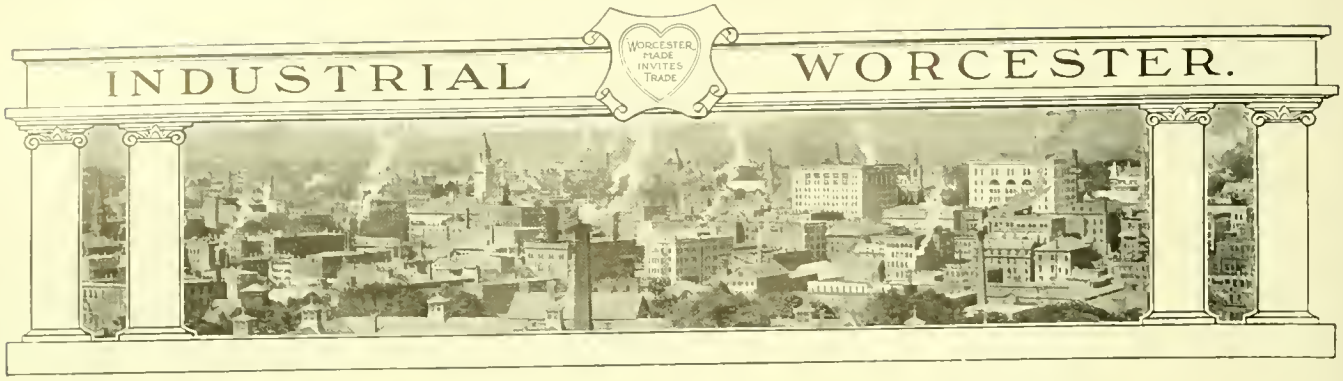
7. After short illness in Philadelphia, William H. Coughlin, consulting engineer and former superintendent of the Worcester Electric Light Co. and an ex-director of the old Worcester Board of Trade.

11. Of carcinoma, at his home, in Holden, E. Wallace.

20. Of rheumatic fever, at his Grafton home, Lyman F. Gordon, president and treasurer of the Wyman & Gordon Co., aged 53 years, 1 month and 6 days.

Of old age, at her home, 8 Boynton street, Louisa (Waterman) Carpenter, the oldest living member of the Daughters of the American Revolution, aged 108 years, 3 months and 24 days.

22. Of peritonitis, at his home, 195 Park Avenue, Herman O. Shepard, former shoe heel manufacturer, aged 66 years, 2 months and 20 days.



The Sessions Companies—a Worcester Institution

Back of all the sound and uninterrupted development and growth which have fixed Worcester as the marvel of good American cities, there stands out predominant the endeavor of her citizenship to plan and provide a little more wisely, a little better and a little in advance of other communities on the American continent. This municipal program is simply the application of a policy which has always been a characteristic of Worcester-born industries standing supreme today in their respective lines with national, and in many instances, international reputations.

The recent opening of the new quarters of the George Sessions Sons Company at Pleasant and Chestnut streets is perhaps the best recent example of this Worcester spirit to be abreast of the age and leading in the march of progress. Hitherto the Sessions Company have had an "undertaking establishment," but some new name must be coined to fittingly express the meaning and surroundings which go to make this new home of the corporation unequalled in New England and equalled in but few cities in the country. The Company still engages in the business, but the refinement and elegance with which it has surrounded itself lifts it out of the plane of the ordinary and makes an eminently appropriate home for an occupation which long since took its place as a dignified profession.

If the Company had in mind only the class to whom expense is of secondary consideration such quarters might be expected; but to provide all this and yet be able to dedicate the premises to all classes, rich and poor, is an accomplishment worthy of recording among the annals of the commercial history of the city.

Purchasing the magnificent estate of Dr. Albert Wood early in the year, the Sessions Company proceeded to remodel and add to the property along lines which were unique, to say the least, in the undertaker's profession. The exterior of the fine old mansion has been retained intact and its interior, though remodelled, is for all the world similar to the private homes of hundreds of business men, even the bronze door plate fails to

Exterior of the New Home of the George Sessions Sons Co.

reveal the business, bearing the name "Sessions," and that alone.

The great double parlors on the first floor with their private entrance from the Chestnut street frontage are the reproduction of those in any commodious Worcester home—hence the name Home Chapel. Here the patrons of the Company can conduct their services in all privacy but yet with the feeling that they are at home with their own.

On the second floor suites of rooms have been arranged, with private parlor, chamber and bath. These are at the disposal of close relatives or friends who wish to remain alone with loved ones until the last moment. Each suite is in reality an apartment in itself. The occupants can go and come at pleasure, and with the exception of meals, the Company has provided every possible convenience.

To the person owning a home or leasing comfortable quarters this feature has no attraction, but to the people living in hotels, renting lodgings with private families, or who are called to the city to arrange for disposal of relatives or friends suddenly called beyond, it is proving a Godsend.

To the side and rear of the old mansion proper a substantial brick addition has been constructed, yet to all appearances from the interior of the house it does not exist. Within this structure are enclosed the show rooms—the most complete and modern in the East—and various other departments.

With the opening of this new Worcester institution—for such it is—every Twentieth Century improvement known in the profession has been included, even to a complete motor equipment with hearse and ambulance.

Only by being part of a profession more exacting and tactful than any other in the universe, could man devise such dignified and home-like surroundings as these, and in their completion they contrast perhaps greater than any other, the evolution from the old, the Provincial Worcester, to the great Cosmopolitan Worcester of today, which master-minds of the Heart of the Commonwealth have created.

George Sessions, born in Heath, Mass., in 1814, came to Worcester early in 1822, and sometime prior to 1843—the exact date is not known—founded the business which bears his name today. He lived until 1900 and saw not only his own enterprise develop beyond all expectations but was, as well, part and parcel of the development of Worcester from a town of 7000 when he arrived to a thriving city of 125,000 when he departed.

His first location was on Thomas street in an insignificant frame building, whose one redeeming feature was its accessibility to a lumber pile close by,—a very necessary adjunct by

The Home Chapel

One of the Patron's Chambers

The Main Hall and Staircase

the way,—for in those days an undertaker carried no stock in trade but knocked together black walnut boxes after he had taken the dimensions of the prospective occupant.

The business thrived in a small way, remaining on Thomas street only a few years, when a new location was secured at the corner of Front street and Eaton Place. A short time later a third move was made, this time to the opposite corner. Here

Mr. Sessions' Private Office

Mr. Sessions remained until 1861, when the success of his enterprise warranted the construction of a home of its own. This building was erected at the corner of Front and Trumbull streets and was followed later by the construction of a second structure on land in the rear.

hour—day or night—a rush order is secured, it is handled immediately and leaves this city for its destination a few hours later. This branch of the Sessions business now occupies three six-story buildings covering the site.

The retail undertaking service continued to develop in the same proportion as its co-ordinate branch and, in 1907, when it became necessary to devote the entire Trumbull street building

The Garage

to manufacturing, it was also imperative that greatly enlarged quarters would be needed for the local undertaking establishment. These were secured by lease of the Mechanic street end of the Brewer Building, where the business was continued until this new and modern Pleasant street institution was established.

Main Factory Buildings of F. E. Sessions Co.

Mr. Sessions in these later years had become a wholesaler for smaller concerns in Worcester county and had built up a modest business in this line. Two sons, Waldo E. and Frank E., had grown to manhood in the business and it was decided to enlarge this particular branch and begin the manufacture of supplies.

This step was taken in 1887 and the factory was located on Eaton Place with four men as the total number of employees. Today this department alone employs a force of over 100 men and women and provides a day and night service for more than 1000 undertakers located within a radius of 300 miles of Worcester. The factory is never closed and it matters not what

Both branches were maintained as partnership by the Sessions brothers for six years after their father died, but after the death of Waldo E. in 1907 it was decided to incorporate and conduct them as separate enterprises. The George Sessions Sons Company was selected as the name for the local undertaking corporation, with Waldo E. Sessions 2d as president and Frank E. Sessions as treasurer; the manufacturing corporation became known as the F. E. Sessions Company and had Frank E. Sessions as its president and Waldo E. Sessions 2d as its treasurer. Waldo E. Sessions died the same year and today his son, Waldo E. Sessions 2d, is in his place.

The
George W. Carr Company

UNDER THE DIRECTION OF
CUTTING, CARLETON AND CUTTING
ARCHITECTS

Remodelled the Establishment of
George Sessions Sons Co.
Described in This Issue

A Demonstration of Cooperation and Service, Pleasing to All Concerned

WORCESTER
CITY OF
PROSPERITY

LET US TELL YOU ABOUT THIS SPECIAL WATER MARKED PAPER THAT SO MANY WORCESTER BUSINESS HOUSES ARE USING TO GOOD ADVANTAGE

THE
COMMONWEALTH PRESS
25 FOSTER ST ··· WORCESTER

Agricultural Lime

HIGH IN AVAILABLE Ca. O.

IN CARLOADS OR LESS
THAN CARLOADS

AT THE RIGHT PRICE

F. E. Powers Co.
570 Main Street
Worcester

ALSTEN & GOULDING CO
WORCESTER MASS

This is the weather when you need

Weed Chains
(All sizes in stock)

Thermite Non-Freezing Compound
Better than alcohol—$1.25 gal.

Pyro Freezeometer
For testing water in radiator—$1.50 each

Clark Auto Heater
From $2.00 to $4.00

Ford Radiator and Hood Covers
Will keep the water hot several hours

Prices on Fur Auto Coats, Gloves and Robes of all styles have been cut 20%

ALSTEN & GOULDING CO.
36 Foster Street, cor. Waldo
The Rubber Tire Corner WORCESTER, MASS.
Oldest Established Tire Repairers in Worcester

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

Worcester Machine Screw Company
Standard Screw Company Successor
Set, Cap and Machine Screws and Special Parts
Worcester, Mass.

HOWARD-WESSON COMPANY
Designers and Engravers for Successful ADVERTISERS

25 Foster Street Graphic Arts Building
WORCESTER

Holmes Electro Foundry
19 CHURCH STREET
WORCESTER, MASS.

Manufacturers of Quality Electrotypes in Copper, Nickel or Steel.
Use Holmes Wet Lead Steel Faced Halftone-Electros and get results.
Give us a trial on your next order.

Telephone, Park 4790—4791

MANUFACTURERS OF ALL KINDS OF
Drive Chains and Sprockets

For Commercial Cars
We make a specialty of keeping in stock chains and sprockets for all kinds of standard commercial cars.

Chain Drives for Machinery
We are prepared to advise and quote on desirable chains and sprockets suitable for machine drives.

Baldwin Chain & Mfg. Co.
Worcester, Mass.

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

Improved Boring Machine

THE spindle is made of crucible steel, has No. 2 Morse taper hole to receive chuck, and the bearings are of genuine babbitt metal. It has two stops to regulate the travel of the spindle, one in the head to adjust the downward stroke and one in the treadle for the upward stroke. Greatest length of travel of spindle is 6½ inches. Distance from center of spindle to column, 10". Table is 20" x 36". It is balanced, and has a vertical movement of 21". Spindle is balanced by a coil spring attached to arm on top of frame, making it self-contained. The bracket that carries the driving pulleys has an adjustment of two inches, which is very desirable. T & L pulleys are 8" x 3" face, and should make about 800 revolutions per minute.

Manufactured by

R. E. Kidder : 13 Hermon Street Worcester, Mass.

SHEET STEEL STAMPINGS

We make a specialty of sheet metal stampings and

Deep Drawn Work

finished in Nickel, Brass and Copper.

LET US ESTIMATE ON YOUR WORK.

Case-hardening to meet particular requirements.

MATTHEWS MFG. CO.

Worcester, Mass.

ESTABLISHED 1820 PIONEER WIRE INDUSTRY OF AMERICA

WIRE ROPE OF ALL KINDS

ELEVATOR
TRANSMISSION
TILLER GUY
HOISTING
HAULAGE, ETC.

SPENCER

IRON AND STEEL WIRE AND SPECIALTIES

CLOCK SPRINGS AND HIGH SPEED STEEL

SPENCER WIRE COMPANY WORCESTER, MASS.

Standard Foundry Co.

IRON FOUNDERS

Special attention given to the Manufacture of High Grade

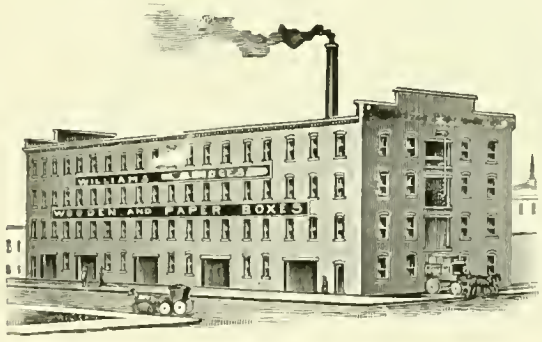
Machinery Castings

TAINTER AND GARDNER STREETS
WORCESTER, MASS.

Made in Worcester.

EVERY VARIETY

OF WOODEN AND PAPER
ALSO CLOTH COVERED BOXES



BOXES

One of the Most Complete Plants in Massachusetts

WILLIAMS & BRIDGES CO.

Manufacturers

72-86 Central St., Worcester, Mass.

Made in Worcester.

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication

Worcester, City of Prosperity, invites your trade

Are You Paying Too Much for Coal?

If you use five hundred tons or more per year, it will pay you to

HAVE IT TESTED

N. A. C. SMITH
CHEMIST

598 Main Street Worcester

Style 310
Burroughs Visible Desk Machine
$175.00, Direct from factory

WHY A BURROUGHS?

Because in its field it has no equal at any price.

BURROUGHS ADDING MACHINE CO.

Builders of
Adding, Listing, Bookkeeping and Calculating Machines.

830 Slater Building
Worcester, Mass.

In the
BATTLE FOR BUSINESS
your printed matter needs the force and attractiveness that our GOOD PRINTING adds, to secure the attention you desire. Let us study your problem and work with you for good results.

THE DAVIS PRESS, Inc.
Park 537 Graphic Arts Bldg.

WHEN YOU NEED OFFICE HELP

Call upon our Employment Department and we will place you in touch with office assistants that are carefully trained and fully competent to fill the position.

You will, in this way, secure the right kind of help without any inconvenience or delay, as we never recommend a student unless we are sure of the requirements of the position.

Experienced and inexperienced office help furnished without charge to either employer or employee.

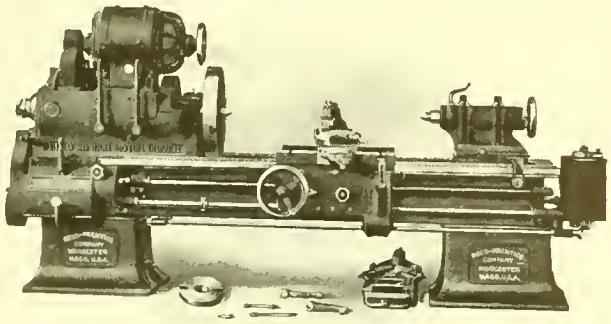
C. B. POST, Proprietor

Worcester Business Institute

Telephone 5218

476 Main Street :: opposite City Hall

A photograph will aid your salesman, if the goods are too heavy to carry



E. B. LUCE
EXPERT PHOTOGRAPHER OF MACHINERY
WALKER BUILDING
TELEPHONE

VERITAS
NEACD
CERTIFIED PUBLIC ACCOUNTANTS
PRODUCTION ENGINEERS

New England Audit Company
(Incorporated under Laws of Massachusetts)

Certified Public Accountants
Auditors, Industrial Engineers, Systematizers

FREDERICK J. HILLMAN, C.P.A.
Pres. and Gen. Mgr.

CHARLES O. WALKER, C.P.A.
Mgr. Audit Dept.

FRANK B. MESSINGER, C.P.A.
Mgr. Boston Office

WALTER M. CURTIS, S.B.
Mgr. Engineering Dept.

WORCESTER OFFICE
633 State Mutual Bldg. FRANK B. MESSINGER, C.P.A., Local Mgr.

SPRINGFIELD WORCESTER BOSTON

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

Jackson Street Foundry

Light and Heavy

IRON CASTINGS

J. A. COLVIN, Proprietor

52 Jackson St. Worcester, Mass.

ADAMS & POWERS

DOORS DOORS DOORS

Birch Veneered and Washington Fir
2, 5 and 6 Panel

also

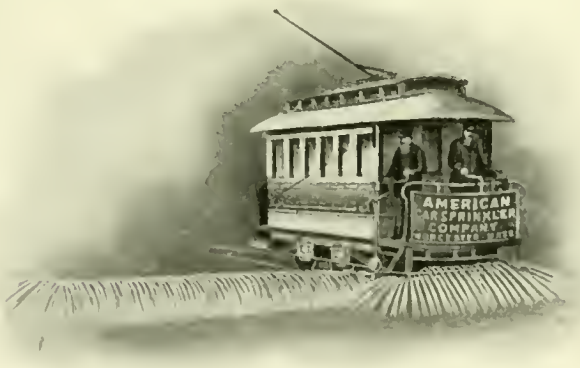
Craftsman Doors

Front Doors of all the best patterns known

We bought at the right time and can sell as low as the lowest

142 to 156 Union St., WORCESTER, MASS.

TO LAY THE DUST



AMERICAN CAR SPRINKLER CO.
WORCESTER, MASS., U. S. A.

Does Your Traffic Department Come Up to Your Expectations?

Do You Consult Proper Authority on Transportation Matters?

THE CHAMBER HAS A DEPARTMENT TO HANDLE EVERY POSSIBLE DETAIL OF THE TRANSPORTATION BUSINESS, TOGETHER WITH ALL MATTERS PERTAINING TO PUBLIC SERVICE COMPANIES.

WE OPERATE A LICENSED CUSTOMS BROKERAGE DEPARTMENT AND ARE ABLE TO ENTER YOUR FOREIGN GOODS THROUGH THE PORT OF WORCESTER WITH SATISFACTION AND AT REASONABLE CHARGE.

REMEMBER! WE ARE WELL EQUIPPED TO RENDER YOU EFFICIENT SERVICE AND WE HAVE BUT ONE INTEREST TO SERVE—AND THAT IS YOURS.

WE ARE NO FURTHER AWAY THAN THE TELEPHONE.

Traffic Bureau

Worcester Chamber of Commerce

JOSEPH H. LANE, Manager

'Phones { *Direct Connection, - - Park 1273*
General Office, - - - Park 3000

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Worcester, City of Prosperity, invites your trade

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Alsten & Goulding xi
American Car Sprinkler Co. xv
Baldwin Chain & Mfg. Co. xii
Belisle Printing & Publishing Co. . Inside back cover
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Boston & Worcester St. Ry. Co. i
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Worcester County Med. Inst. Co. ..... Inside back cover
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Worcester National Bank iii
Worcester Trust Co. ii
Wright Wire Co. vii
Wyman & Gordon ..... Inside front cover

HAVE YOU SENT IN YOUR SUBSCRIPTION FOR

The Worcester Magazine?

IF NOT, DO IT NOW

R. L. GOLBERT
Pres. and Treas.

A. B. TAYLOR
Vice-Pres. and Supt.

L. A. WHEELER
Secretary

Golbert Last Co.

54 Commercial Street
WORCESTER, MASS.

Boston Office
28 Lincoln Street

WIRE—SPRINGS
AND
WIRE SPECIALTIES

MORGAN SPRING CO.
WORCESTER, MASS.

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

Worcester County Medical Institute Co.

(MASSACHUSETTS CORPORATION)

40 Wellington Street, Worcester

TREATS EFFECTIVELY

ALCOHOLISM and DRUG ADDICTIONS

as diseases. Its Physicians use Brownell's Specific, a remarkable scientific discovery. Alcoholics sobered in 30 minutes; craving destroyed forever instantaneously. No ill effect during or after treatment. Moderate drinkers and periodics, when sober lose no time. Patients usually return to their homes and business in from 24 to 48 hours. Patients can be treated at their homes.

Big firms and big men have protected their "live assets" by sending valuable employees to the Institute Co. for treatment. It has proved a good investment.

Hon. James Logan, Vice-President of the U. S. Envelope Co., former Mayor of Worcester, saw a patient sobered in 20 minutes nearly four years ago, and has kept him under observation since. Of the treatment Mr. Logan says: "It would seem as if the day for miracles had not yet passed away, for the way in which 'Brownell's Restaurare' works certainly borders on the miraculous."

Under the Brownell method the drug addictee is permanently delivered without the physical suffering accompanying other treatments.

"The Conquest of Alcohol and Opium" sent on application. It's good reading.

Business Established January 27 1893

We Started in Business Twenty-Two Years Ago

¶ It is a pleasure to reflect that our best friends are our business friends.

¶ The improvements we have made in our plant, from time to time, have been made with the interests of our customers in mind.

¶ The study that we give to our business is all with the thought of rendering better service to our customers.

¶ We want to give you better service, better printing, at a reduced cost, if possible, through more efficient methods and equipment.

Belisle Printing & Publishing Co.

Printers of The Worcester Magazine

112 Front Street, Worcester, Mass.

THE HOTEL OF AMERICAN IDEALS

Hotel Powhatan

WASHINGTON, D. C.

BEST LOCATED HOTEL IN WASHINGTON

New and Absolutely Fireproof
Refined, Elegant

EUROPEAN PLAN

Rooms, detached bath,	-	$1.50, $2.00 up
Rooms, private bath,	-	$2.50, $3.00 up

Write for Souvenir Booklet "B" with Map

E. C. OWEN, Manager

HOTEL EARLINGTON

27th Street, West of Broadway
NEW YORK

EUROPEAN PLAN

A Step from Broadway
Absolutely Fireproof
Quiet as a Village at Night
Your Comfort Our Aim Always

Parlor, Bedroom and Bath, front of house, one person, $2.50; two people, $3.50. Why pay more when our service is equalled only by the best?

SINGLE ROOMS, $1.00

E. W. WARFIELD, *Manager*

Do You want Export business?

Not only must the usual Home Trade be supplied but the one chance to retrieve the loss of our European Market is to satisfy right here the tremendous demand for the goods we have always imported, and to make for the Foreign Trade the things they have been buying in Europe. WHO IS GOING TO DO IT? WHY NOT YOU?

Are you making the class of goods that you can stand back of—that will win you re-orders and that will be a credit to the stamp "Made in Worcester, U. S. A."?

Do you know who needs your goods and how to go after this foreign trade? Do you know trade conditions, trade routes, rates of shipment, cost of exportation, how to pack your goods to meet the peculiar conditions, and the hundred and one other necessary bits of information?

The Foreign Trade Committee of the Worcester Chamber of Commerce has been for some time, and is now, working with the Department of Commerce of the United States, studying the situation as it applies to every one of you. They can give you all this information—specific and reliable—right here in your own city.

The National City Bank of New York is back of you too. Its chain of banks in South America is established and ready to furnish credit reports and market information that your financial safety may be guarded.

Everything possible has been done for you—it only remains for you to take advantage of the opportunity. ONCE THIS TRADE IS YOURS IT NEED NEVER GO BACK. Write the Committee on Foreign Trade, or call on the

WORCESTER CHAMBER OF COMMERCE

THE NEW WORCESTER MARKET in this issue

The WORCESTER MAGAZINE Illustrated

THE LIBRARY OF CONGRESS SERIAL RECORD
MAY 19 1944

Hon. J. Lewis Ellsworth

PRESIDENT

WORCESTER CHAMBER OF COMMERCE

FEBRUARY, 1915

$1.50 per year | Published by the Worcester Chamber of Commerce | 15 cents the copy

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H & R Self-Loading Pistol

Caliber 25 (6.35 M/M)

A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness

A special circular describing this pistol, also a catalogue of our complete line, will be mailed to any address on request

Harrington & Richardson Arms Company
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THE BEST ICE AND ROLLER SKATES

THE BEST AND MOST WIDELY KNOWN SKATES IN AMERICA. THE BEST AND MOST WIDELY KNOWN SKATES THE WORLD OVER

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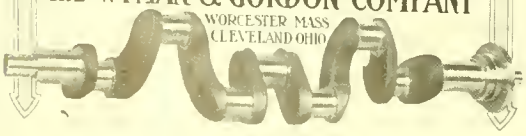

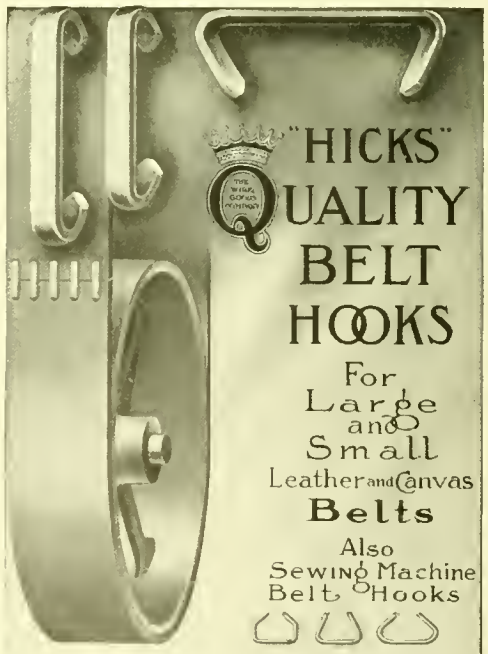

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Send for Samples and Prices

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THROUGH RATES TO ALL POINTS
south of Boston served by the Bay State Street Railway Company

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AMPLE CREDIT and COLLECTION FACILITIES

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SAFE DEPOSIT BOXES

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Incorporated 1868

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Capital, $1,000,000

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Your inspection is cordially invited of both our new and old vaults.

Worcester Safe Deposit Vaults, Inc.

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People's Savings Bank

450 Main Street ∴ Worcester, Mass.

A Regular Savings Bank

Under strict laws of this Commoowealth

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Remember! No stockholders to make a profit on your insurance. The policy holders are the Company.

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Liabilities,	43,315,986.56
Surplus,	$3,200,924.66
Insurance in force,	$179,895,636

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306-7-8-9-10 State Mutual Bldg.

STATE MUTUAL LIFE ASSURANCE CO

OF WORCESTER

MASSACHUSETTS

IN THE HEART OF THE COMMONWEALTH

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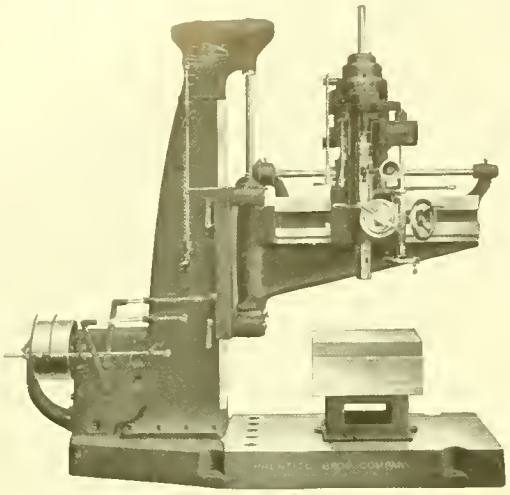

The Throw of a Single Lever

attached to the patented Combined Feed Clutch and Spindle Quick-Return mechanism, enables the operator to—either raise or lower the spindle—operate the lever feed—and to engage or disengage the power feed—

This and many other time-saving features are contained in the latest

PRENTICE ALL-GEARED MOTOR DRIVE BALL BEARING DRILLING MACHINE

A rigidly constructed machine tool that is capable of furnishing a powerful torque for heavy work and high speeds for light work.

Special Spindle Counterweight Safety Device eliminates the possibility of accidental dropping of weight.

Feed mechanism can be locked securely by a simple latch pin without interfering with spindle quick return movement.

The "Prentice" consumes only about half of the power required for the same work by ordinary drilling machines.

Write for newest catalogue

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Morgan Construction Co.

Have Built for Rolling Steel Products

70 PLANTS

56 in United States

5 in Canada
2 in England
1 in France
1 in Austria
1 in Belgium
4 in Germany

MORGAN CONSTRUCTION CO. M C Co WORCESTER, MASS.

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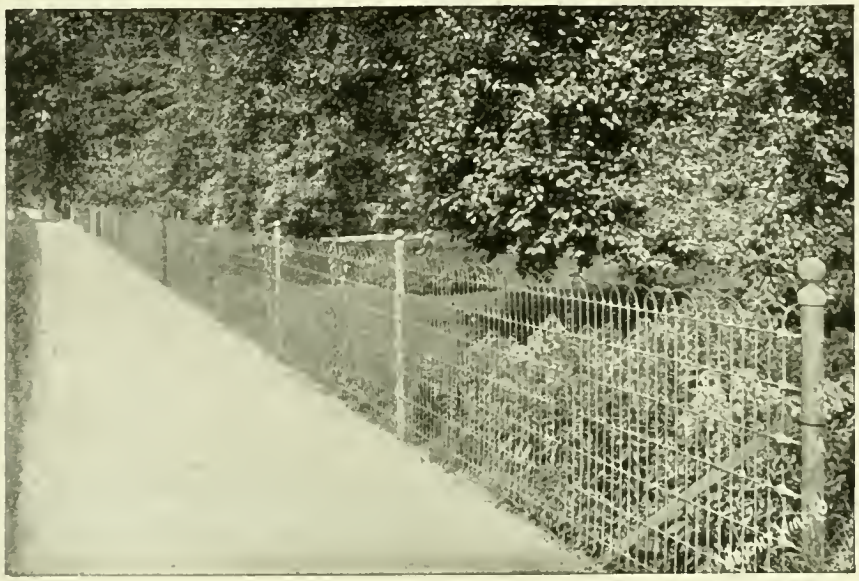
Worcester, City of Prosperity, invites your trade

Excelsior Wire Fences



WILL beautify your property and increase its value.

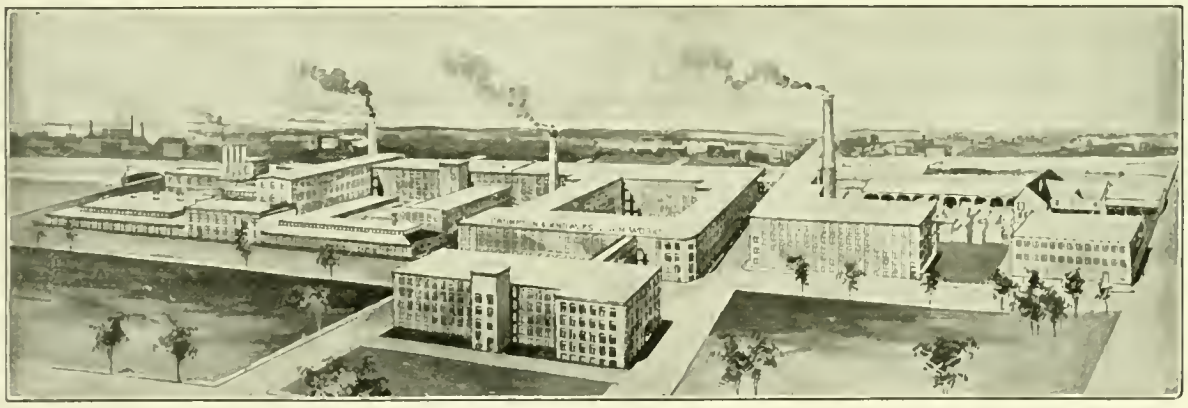
¶ We erect them for you. Estimates free.

Worcester Mass.

Wright Wire Company

Boston, New York, Philadelphia, Chicago, San Francisco

A LOOM FOR EVERY FABRIC



WORCESTER PLANT.

Everything that may be woven by power—practically every kind of fabric used by civilized beings—is produced on looms built in these works.

Woolens and worsteds, silks, velvets, ribbons, cotton goods of every description, carpets and rugs, mattings and hammocks, belting and webbing, furnish an idea of the great variety of our weaving machinery.

In addition are dobbies, jacquards and supplies built in all of the different plants.

CROMPTON & KNOWLES LOOM WORKS,

WORCESTER, PROVIDENCE AND PHILADELPHIA

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CARL NORBACK CO.

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PICTURE FRAMES MIRRORS & FURNITURE

BURGESS LANG BLDG. WORCESTER, MASS.

REGILDING OF OLD FRAMES AND MIRRORS

REPAIRING AND REFINISHING OLD FURNITURE

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Standard Screw Company Successor

Set, Cap and Machine Screws and Special Parts

Worcester, Mass.

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For Commercial Cars

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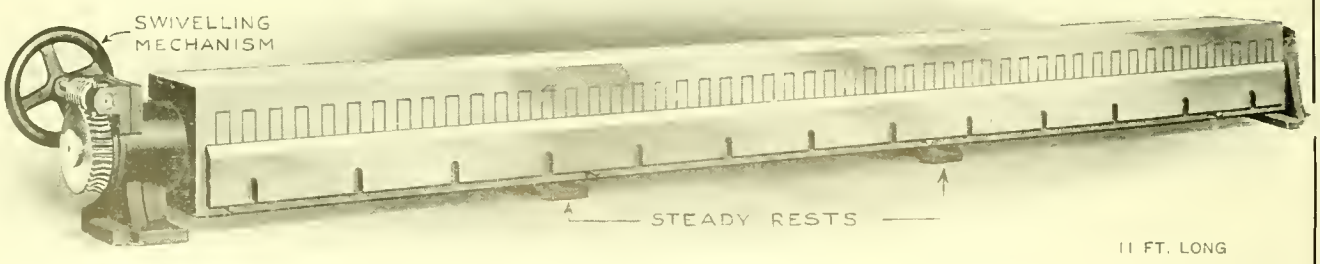
Chain Drives for Machinery

We are prepared to advise and quote on desirable chains and sprockets suitable for machine drives.

Baldwin Chain & Mfg. Co.

Worcester, Mass.



THE PRODUCT OF EXPERIENCE—THE OLD RELIABLE WALKER MAGNETIC CHUCKS
FULLY GUARANTEED, ALL SIZES

O. S. WALKER & COMPANY, Worcester, Mass.

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Standard Foundry Co.

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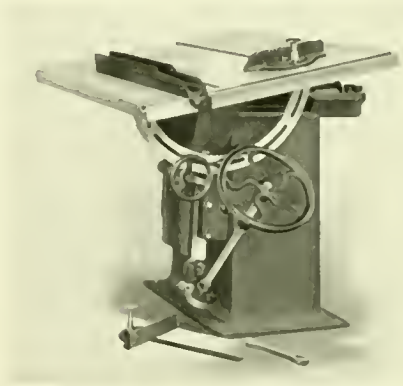
Special attention given to the Manufacture of High Grade

Machinery Castings

TAINTER AND GARDNER STREETS
WORCESTER, MASS.

Made in Worcester.

Improved Circular Sawing Machine



With Solid Frame and Tipping Table

This machine is designed for ripping and cross-cutting and its application is almost unlimited. Size of table 2 feet 10 inches by 3 feet 8 inches. Weight, 850 lbs.

Price $100.00

Manufactured by

R. E. Kidder : 13 Hermon Street Worcester, Mass.

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WORCESTER MASS.

SHEET STEEL STAMPINGS

We make a specialty of sheet metal stampings and

Deep Drawn Work

finished in Nickel, Brass and Copper.

LET US ESTIMATE ON YOUR WORK.

Case-hardening to meet particular requirements.

MATTHEWS MFG. CO.

Worcester, Mass.

EVERY VARIETY

OF WOODEN AND PAPER
ALSO CLOTH COVERED BOXES

BOXES

One of the Most Cumplete Plants in Massachusetts

WILLIAMS & BRIDGES CO.

Manufacturers

72-86 Central St., Worcester, Mass.

Made in Worcester.

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Worcester, City of Prosperity, invites your trade

JUNCTION OF BRIDGE
FOSTER AND MECHANIC STREETS

Let Your Lowest Paid Employee

Grind 'em—Right

The small boy grinds 'em
The helper grinds 'em
The drill hand grinds 'em
The lathe hand grinds 'em
The toolmaker grinds 'em

¶ Everybody grinds 'um different and nobody grinds 'um just right.

¶ The small boy can grind every one right.

¶ That being the case isn't it rather expensive to let the other fellows grind 'um?

¶ It's twist drills we're talking about and the answer is found in the small boy to do odd jobs around your tool room and keep your drills sharp with an

American Drill Grinding Machine

¶ If you do not use an American, and you would like to know more about it, just look over the stock of drills in your tool room—and find out how many of them are in proper condition to do their best work. Pick out the worst one in the lot and send it to us—we will regrind and return it to you without expense and show you the kind of work the American and the boy can do for you.

How to Grind Drills Better—Free

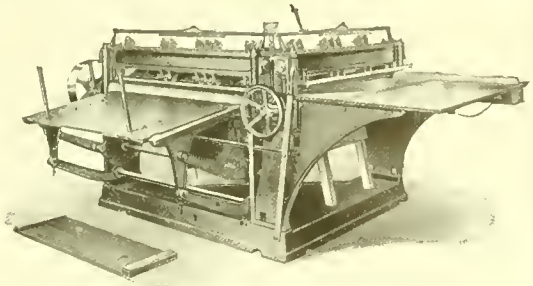
¶ Not a catalogue but a treatise you'll appreciate. Proves *why* American grind drills are faster cutting and longer lasting—it's free on request.

The Heald Machine Company

28 New Bond St., Worcester, Mass.

Paper Box Machinery

EVERY MACHINE NEEDED for the MANUFACTURE of



Double Scoring and Cutting Machine

PAPER BOXES, MACHINES FOR SLITTING AND REWINDING PAPER AND CARDBOARD, GLUING MACHINES, BALING PRESSES, PASTE AND GLUE MIXERS.

HOBBS MANUFACTURING COMPANY

26 SALISBURY STREET WORCESTER, MASS.

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THE WORCESTER MAGAZINE

VOL. XVIII FEBRUARY, 1915 No. 2

Published monthly by the Worcester Chamber of Commerce, 11 Foster Street, Worcester, Mass., U. S. A., and devoted to the advancement of Worcester's business interests in this country and throughout the globe, mirroring each month the civic development and industrial progress of the Heart of the Commonwealth. Subscription price, $1.50 a year; single copies, 15 cents. Advertising rates on application. Entered at the Worcester Post Office as second class matter. Herbert N. Davison, General Secretary of the Worcester Chamber of Commerce, Editor; William J. Conlon, Assistant Secretary, Associate Editor; Herbert L. Fiske, Advertising Manager.

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ESTABLISHED 1820 PIONEER WIRE INDUSTRY OF AMERICA

WIRE ROPE OF ALL KINDS

ELEVATOR
TRANSMISSION
TILLER GUY
HOISTING
HAULAGE, ETC.

SPENCER

IRON AND STEEL WIRE AND SPECIALTIES

CLOCK SPRINGS AND HIGH SPEED STEEL

SPENCER WIRE COMPANY WORCESTER, MASS.

1829

In addition to regular machinery steel we have in store three higher grades

BEST MACHINERY STEEL
LEAD SCREW STEEL
VIKING CRUCIBLE STEEL

If you are having trouble with any parts of your machines or want a better wearing steel, some one of these grades will undoubtedly suit you.
Tell us what your needs are—and we can tell you what to use.

PRATT & INMAN :: WORCESTER, MASS

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Laboratory Tests Guarantee

Spartan Belt Quality

The laboratory is of vital importance in the production of high grade belting.

Only through the most careful analysis can defects in raw materials be detected—defects that if not detected would result in a weakened finished product.

Laboratory Methods are modern in every sense of the word and they are unmerciful in their rigid analysis of all tanning materials.

The ingredients of these materials must be of highest quality and of right proportions, or they cannot be used.

The exact condition of every hide is known at each stage of tanning and manufacture. Every analysis, every test, guarantees to you the superior quality and special characteristics of Spartan Leather Belting.

Spartan Leather Belting

is a Guaranteed Belting

—guaranteed to resist exposure to steam, oil, water and heat generated by excessive pulley friction.

—guaranteed to grip the pulley perfectly, transmit a maximum of power and reduce the friction load.

—guaranteed to wear longer, and transmit power with greater economy than any other belting material used under similar conditions.

Unqualified guarantees—and they are back of every foot of genuine Spartan Belting—look for the trade mark—it's your protection.

Write for further particulars and the SPARTAN BOOK

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Oak Leather Tanners and Belt Makers

WORCESTER, MASS., U. S. A.

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WORCESTER

Holmes Electro Foundry

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Manufacturers of Quality Electrotypes in Copper, Nickel or Steel.

Use Holmes Wet Lead Steel Faced Halftone-Electros and get results.

Give us a trial on your next order.

Telephone, Park 4790—4791

The WORCESTER MAGAZINE

FEBRUARY - 1915

The True Test of Community Pride

Notwithstanding the Depression and Stress of the Past Twelve Months The Chamber of Commerce Completed the Most Successful Year in Its History—A Record Made Possible by the Support of a Membership Whose Loyalty to Its City Is Not Excelled in Any Other American Municipality

FEW, if any, commercial organizations in this country can present as remarkable a progressive and constructive record for the year 1914 as that shown by the Worcester Chamber of Commerce at the annual meeting of the corporation, Thursday, January 14. Despite the industrial depression of the last twelve months and the general unsettled conditions of business, not one business man lost faith in this great commercial organization of the Heart of the Commonwealth. They realized here in Worcester, as should be realized in every city in the United States, that a commercial body such as ours has greater possibilities and greater opportunities to serve its members—both as individuals and collectively—during periods of unusual stress and depression than when our industries and our mercantile houses are riding on the high waves of prosperity.

The membership of this Chamber remained loyal throughout the year. The number of resignations were so small that they were barely noticeable when compared with the total number enrolled; and enough new members were entered to practically offset every resignation and every name written off the books for non-payment of dues.

Furthermore the members emphasized their interest in the organization by turning out to the annual meeting in greater numbers than at any previous session in the thirty-nine years' history of this Chamber, and its predecessor the Board of Trade.

This attendance was stimulated by the fact that in addition to the list of nominations for directors as presented by the nominating committee there were two independent nominations. Every effort was made to enable as many members of the Chamber as possible to ballot on nominations by opening the polls at 4 o'clock; but, at a special meeting of the Executive Committee, it was ruled, as a matter of law, that such a step would be illegal under the Constitution and By-laws in which it is stipulated that the annual meeting shall be held at 8 o'clock in the evening. To remove this difficulty the new Board of Directors has already decided to place an amendment before the members to permit the opening of the polls at 4 o'clock in the afternoon. It is believed, as a result of the election this year, that a majority of the members will favor this amendment as it will convenience a large number who might desire to designate their choice of officers and yet who might be prevented from attending the annual meeting in the evening.

Mr. Chandler Bullock
Our New Vice-President

All five of the candidates for directors whose names were submitted by the nominating committee were elected, the final count showing: Richard J. Healey, 100 votes; Curtis R. Blanchard, 98 votes; Robert W. Rollins, 98 votes; George W. Ward, 89 votes, and Hon. Edward F. Fletcher, 87 votes.

The independent nominees, F. Lincoln Powers and Henry H. Knapp received 67 votes and 54 votes respectively.

The other officers of the corporation were elected without opposition. They were:

Clerk, Dana M. Dustan.

Treasurer, H. Ward Bates.

Auditor, Frank B. Messinger.

Committee on Mercantile Affairs, F. Lincoln Powers, Luther C. Brown and Frederick A. Hawes.

Committee on Transportation, Louis H. Buckley, Harry W. Goddard and Albert C. Lorion.

Committee on Civic Affairs, George F. Booth, Hon. James Logan and Oliver B. Wood.

Committee on New Industries, John W. Higgins, Frederick Staib, Alfred Thomas, Charles T. Tatman and George E. Copeland.

The directors had a short meeting directly at the close of the corporation meeting, at which they effected the organization for the year. Hon. J. Lewis Ellsworth was honored by reelection as president; Mr. Chandler Bullock was the elected vice-president and Mr. Herbert N. Davison was reelected General Secretary.

The Board then adjourned until the following Wednesday when the organization was completed by the reelection and reappointment of the present administrative staff, and the confirmation of the various committee appointments as presented by the President.

The various reports, as presented at the annual meeting follow:

Report of the President

Hon. J. Lewis Ellsworth

In welcoming you to this, the second annual meeting of the Worcester Chamber of Commerce I want, in the very first instance, to congratulate you upon the amount of practical work which has been accomplished by your organization during the past year and which will be dwelt upon in detail in the reports of the General Secretary, the various department heads and Committee chairmen which will follow.

It is particularly gratifying to me as President of this organization to be able to report to you that our membership has held up wonderfully despite the fact that the year just closed has been anything but a prosperous one for our manufacturers and merchants. To me this one feature shows that in good times and bad, you believe in the Chamber of Commerce and the necessity of one great organization of business men such as ours, if the development and growth of Worcester is to continue along sensible and business-like lines.

I am also pleased to report that your organization is able to show at the close of business on December 31, 1914, a gain of $559.12 over all expenditures and a surplus of $7537.74, details of which will be given you by the Treasurer.

My message to you tonight is not going to be a real long one. As far as possible I have eliminated everything that will be brought out by your General Secretary and his assistants. But there is one thing in particular that I do want to impress upon you and that is this: The Worcester Chamber of Commerce is not a one-man organization. I complete tonight one solid year as President of the Chamber of Commerce. I have been present and presided over practically every meeting of the Board of Directors and Executive Committee; I have attended almost every Committee meeting; I have maintained regular office hours and been present at the office of the Chamber nearly every business day, varying from one to five hours. Thus I think I can talk from actual experience on the operation of administrative machinery of this organization, and I can say to you with conviction that the Chamber of Commerce is working unselfishly and consistently month in and month out to do the greatest good and service for the greatest number collectively and the city at large. The sincere thanks of your officers is due you, my fellow-members, for the co-operation and support which you have given us on all occasions.

Many times during the past twelve months I have been asked "What can the Chamber of Commerce do for me? Why should I contribute to its work?" It was one of the first questions put up to me when I took the office of President and I believe that all of you here tonight active in our work have had it put up to you. Aside from the practical service performed to the individual in the Mercantile Bureau and in the Traffic Bureau and in the Agricultural Bureau—service which those who have taken advantage of has been worth many times over the cost of their annual dues; aside for any service which the Chamber of Commerce has done or can do for any individual; still the Chamber of Commerce is worth every cent expended upon it by the manufacturers, the merchants, the professional men and the private citizens of the city. It is the one central organization wherein propositions for the general good of the community, in civic as well as commercial lines, can be initiated and acted upon in a thoroughly non-partisan manner. We are not Republicans or Democrats, or eastsiders or westsiders in the Chamber of Commerce: we all are citizens of Worcester with all parties and factions represented, and in the deliberations of this organization questions of vital consequence to the future of the Heart of the Commonwealth can be debated and decided on their merits alone.

Then, too, there must be some central unbiased source from which movements for the common weal can take their initiative; some source without personal or party motive as the purpose behind it all. This source is the Chamber of Commerce. There are abundant successful examples about us to bear me out on this point. The Hotel Bancroft, our adequate system of street lighting, the abolition of our grade crossings, Washington Square improvement, securing a sub-station at Washington Square, our work in and urging the government to grant the postmaster more mail carriers, our work to secure a proper bridge to replace the causeway at the lake, the coal investigation—these are only a few of the more recent works and problems which in their final and accepted form were definitely influenced by the deliberations and recommendations and activities of the Chamber of Commerce. The individual, at the time, may not see how any of these things benefit him; but I know and you my fellow-members know, that anything which can be done to make Worcester a better city to live in, a better city to work in and a better city to do business in, spells Prosperity for every business man from the largest manufacturer to the smallest corner grocer. Commercial organizations such as ours have become necessities in every progressive city in the world and each year sees the number of citizens who take the selfish stand that the Chamber of Commerce cannot be of any benefit to them grow less and less until eventually that class will cease to exist. I might talk on this question the remainder of the night but I must press on. But tell your friends who bring this question home to you that such things as "Competition in Cities" exists today and it is becoming keener every year. We cannot make our city too attractive, for, remember gentlemen, that our progressive western brothers, through THEIR commercial organizations, are today not only attracting our manufacturers but are getting to our mechanics—our skilled labor—the very foundations of Worcester's manufacturing and mercantile eminence.

In addition to the continuous service work of the various departments and standing Committees which proceed steadily day after day, the Chamber of Commerce is constantly engaged in working out to a successful end, problems and events, the nature and variety of which I have found to be amazing. Upon a few of these I propose to touch and then I will be through. I have selected these as typical only of special things which the Chamber of Commerce has done.

The proposition of establishing a credit rating department in connection with the Mercantile Bureau is one which has been given careful and continuous attention throughout the year. This is a department which will interest every retailer, large and small, in the city of Worcester. The service which it can render in giving him accurate and up-to-date information on the credit of individuals of Worcester will be worth alone many times the amount of his dues. I am pleased to report tonight that this matter has been advanced to such a stage that your Board of Directors have recommended the purchase of the Fidelity Mercantile Agency, a going concern of this city, in which a large number of our members are already enrolled. The price agreed upon is believed to be an equitable one. I would urge your attendance at the special meeting of the Corporation on February 1, at which the question of taking over this valuable service will be put before you for decision.

Those of you unfortunate enough to have had to use the new emergency revenue stamps in any quantity will remember the trials and tribulations you experienced a few weeks ago when, though compelled by law to affix them to your documents and goods, you were unable to secure them at any cost from the government.

Through the influence of this Chamber, the Traffic Bureau secured an ample supply of these necessities, days ahead of individual applications, and even before banking institutions. Thousands of these stamps were distributed by our Chamber, during these confusing days, and hundreds of business men of the city were accommodated. Without an organization, such as ours, the confusion and tangle incidental to this latest assessment from the government would have been increased a hundred-fold here in Worcester alone.

For the first time in the history of the city the fall openings of all the merchants were this year concentrated in one week—Worcester's Fashion Week. Your General Secretary brought

EDWARD F. FLETCHER
Worcester Brush & Scraper Co

GEORGE W. WARD
Real Estate

ROBERT W. ROLLINS
Worcester Electric Light Co

RICHARD J. HEALEY
R. J. Healey Shoe Co

CURTIS R. BLANCHARD
Capitol Lunch System

THE NEW DIRECTORS OF THE WORCESTER CHAMBER OF COMMERCE

the idea back home with him from St. Paul, applied it to Worcester and the details were worked out under the direction of the Chief of the Mercantile Bureau and a thoroughly effi-

Mr. Herbert N. Davison
General Secretary

cient committee. This Fashion Week gave every merchant in the city opportunity to put his best foot forward at the very beginning of the fall shopping season and every one of them responded. It gave not only the people in the great trade territory adjacent to Worcester a chance to see the metropolitan quality and variety of merchandise handled in this city, but it opened the eyes of the city dweller as well. It was the most effective "Trade-at-Home" argument ever put up to the purchasing public of Worcester and the effect will be lasting.

The establishment of the Worcester County Farm Bureau is a direct result of the initiative of this Chamber. Its opportunities of performing the most valuable kind of service for both county and city are unlimited. It is entirely a practical body and through it, it is hoped to increase the productivity of Worcester county farms, and create better living conditions in the small towns. While Worcester County is the largest county in the Commonwealth, both in area and value of products, you would be surprised if you knew the amount of available land here that is undeveloped; and doubly surprised if you knew the amount of farm products which are imported into this city from other sections of the country. By sending experts right out on to the farm to demonstrate to the farmer the worth of modern methods; by stimulating them to improve their undeveloped land or provide a purchaser for it who will develop it; by inviting the farmers and having them make this city their own great market; this Bureau can, if my experience and judgment on agriculture count for anything, double the value of farm products in Worcester County and increase the prosperity of every farmer in this section. With more money to spend and better market for his goods, the benefit of this agricultural development to every business man of the city of Worcester is obvious—for we are the natural trading centre of this whole agricultural territory.

The Farm Bureau is already in operation in charge of Mr. Charles H. White of Uxbridge, who has been made an agent of the U. S. Dept. of Agriculture. It has, in addition to the support which this Chamber is giving by way of office quarters and furnishings, the active co-operation and financial assistance of the government and our own State Agricultural College, together with corps of special experts and advisors who can be called upon for demonstration and lecture work at any time.

Those of you present at the great mass meeting on January 9, 1915, at the Bancroft, or who read the newspaper accounts of this agricultural meeting, can secure some idea of the popularity of this Bureau among the farmers of Worcester County.

Some of those who felt that the Chamber of Commerce had adopted a selfish and entirely unjustified policy in taking the stand that "Charity Begins at Home," ought to get intimately acquainted with the Bureau of Employment and Relief which is being operated under the direction of Hon. Charles G. Washburn as Chairman and Miss Miriam F. Witherspoon as Executive Officer. I will lay odds that the most prejudiced will become a convert at once.

The part which this organization played in bringing the city and the business men together and uniting them upon one system of adequate street lighting and the monster celebration to dedicate this system on the night of June 17th, which was initiated and arranged by the Chamber of Commerce, is too fresh in your memory to need much more than mentioning at this time. But I do want you to know that the efforts of the tireless Committee of business men and the co-operation of the city has brought Worcester to the front rank of well lighted cities in the eyes of other municipalities of America. Few, if any, events ever conducted in this city ever produced more desirable publicity. From every section of the country came inquiries about Worcester's new street lights and in practically every instance attention was focussed on the Heart of the Commonwealth by the advertising which this city obtained from the opening night celebration.

The interest of the Chamber of Commerce in Foreign Trade development for our manufacturers has continued undiminished during the past year, with particular attention paid to Latin America, a field which is being thrown open to the American manufacturer since the European war cut off the South American's source of supplies and credits. The proposed, but later abandoned, trade tour of South America by the Fidelity Trust Company of Baltimore, was endorsed by our organization. The prospectus outlining a plan whereby Worcester manufacturers could get the largest return at a minimum cost on this tour, as prepared by your General Secretary and circulated among our manufacturers brought back flattering praise for its thoroughness and common sense, business-like plan, not only from our own people, but from the business interests of Baltimore to whom copies were forwarded.

Mr. H. Ward Bates
Treasurer

The Chamber has continued its effective publicity work to keep Worcester and her advantages constantly before the world. The Worcester Magazine in 1914 completed its seventh suc-

cessful year in its present form and personally I know of no better form of publicity than this excellent publication which we maintain. From time to time I see letters which come from all parts of the world, complimenting the Chamber of Commerce

MR FRANK B. MESSINGER
Auditor

upon the excellent character and appearance of our monthly, but I had the personal pleasure, thousands of miles from home, of receiving a notable compliment for the MAGAZINE. This came about when I was visiting the American Consul in Brussells, Belgium, in 1913. I found a copy of THE WORCESTER MAGAZINE on the library table and when the Secretary, Mr. Wright, learned I was from Worcester, he not only told me that it was by far the best and most interesting commercial organization publication which they had sent to them, but the one which above all others they looked forwarded to receive each month. The manufacturers and other business men of the city are most loyal in their support of this publicity agent of Worcester and I personally desire to congratulate them upon making this publication possible.

During the year has also been prepared and circulated bound volumes of "Worcester Made Goods" carrying a list of a majority of our manufacturers and a cross-indexed list of all goods made by them. This volume is considered a most valuable handbook for ready reference by prospective purchasers throughout the world. It was prepared under the direction of Hartley W. Bartlett, Chairman of the Committee on Statistics and Information, and its publication was made possible through the subscriptions of manufacturers who pro rated the cost among themselves.

The annual outing of the Chamber of Commerce to Newport on June 30 stands out as the greatest good-fellowship gathering of the year. Over 600 business men of the city were mingled together on that trip and many of them rubbed elbows for the first time. Personally I cannot speak too highly of events of this character. They throw business men of the city together in such an informal manner that every person has a speaking acquaintance with the other when he returns home. This acquaintance continues long afterward and in many instances leads to pleasant and continuous business relations. I can assure you from personal experience that the task of arranging the many details of an outing of the Chamber of Commerce is no small one and I believe that your Entertainment and Membership Committees, who had this event in charge, are deserving of every bit of commendation you can give them for seeing to it that this great crowd of Worcester men was transported and entertained without a single delay or disagreeable feature. I am not forgetting the debt of gratitude which we owe the business men of Newport. The cordiality of their reception and the manner in which they attended to our entertainment while in their city, was a wonderful example of hospitality; without their co-operation we could never have seen Newport as we did see it, nor have had the enjoyable time which we did have while in Rhode Island.

During the year the Chamber has voiced the sentiments of business Worcester and taken active part in many questions of state and national importance. We were among the first to recommend to the Interstate Commerce Commission that the railroads should be granted their prayer for an increase of 5 per cent. in freight rates in order that they might, in part at least, keep pace with the advances which had been made in the cost of materials and labor. Likewise we were among the first to protest against any further increase in the size of weight of parcel post packages, for it seemed to business men of Worcester that the express companies still perform a valuable service and they did not want to see the corporations and their stockholders go completely to the wall in attempting to compete with the government.

Co-operating with the Sampson-Murdock Company and Drew-Allis Company, directory publishers, a directory bureau has been established in connection with this Chamber. In it we have the latest directories of all the principal cities of this country and it has proven to be one of the most valuable departments which the organization conducts for the benefit of its members and the city at large.

The directory publishers renew the books as fast as they receive exchanges from other Companies and thus enable us to have the latest directories published in our possession. Over 1500 people, in addition to our own membership, used these directories during the year 1914.

In addition to the departments and committees which we now have at work I am going to suggest the creation of a Committee on Conventions as an addition for 1915. Since the opening of the Bancroft, organizations have been attracted to Worcester for their annual sessions which, before its erection, would have never even considered this city as a meeting place. During 1914 the National Metal Trades' Association, the National Machine Tool Builders' Association, the state conventions of the Red Men, the Hibernians and the Grange, the Republican State Convention, the winter meeting of the Board

MR. DANA M. DUSTAN
Clerk of the Corporation

of Agriculture—to name only some of the more notable ones—have been held in Worcester. It seems to me that we should have a standing committee of active willing works, who would make it their duty to co-operate with Worcester societies seek

ing to have this city the convention city of their organization. Furthermore, this Committee of ours could act as a reception committee on part of the Chamber and see to it that convention visitors were properly welcomed by the city at-large.

I also want to put before you a suggestion which personally I believe would be of the utmost benefit to Worcester as a whole. That is the grouping of the various smaller civic and business organizations under the wing of and as branches of the Chamber of Commerce. Every room on these two floors leased by us ought to be occupied as the headquarters of these various bodies. This building would be the great central clearing house wherein everything pertaining to the advancement of Worcester can be adjusted and the recommendation of the many organizations go out as one with the Chamber of Commerce. Such a plan would not only enable us to present a solid front, but by the fact of all of us grouped here together a great deal of over-lapping work which is now done would be eliminated and the energy saved expended upon some of the many other propositions which are continually coming up.

The Chamber of Commerce has another field of usefulness which could be developed in connection with the Mercantile Bureau of Investigation. This is the investigating of some of the many wild cat mining, oil, industrial and other questionable stock selling schemes and their solicitors which are continually before the investing public of Worcester. Investors in this city, like every other, sink hundreds of thousands of dollars annually in stocks of these far away and very often imaginary propositions which are not worth the paper they are written on. Our Mercantile Bureau of Investigation has practically stamped out the fake charity and advertising solicitor and possibly might be able to check this other class of people who are continually obtaining money under false pretenses. I offer this as a suggestion for your later consideration.

In conclusion, let me again congratulate you upon the loyalty which you have shown this organization during the past twelve months and by so doing enabled us to do so much real constructive work in a year of unusual depression and stress. We are now about to enter upon the new business year of 1915.

To begin it we are equipped with the greatest asset any organization could have—loyalty and support of the rank and file of the membership. Personally, I feel that we cannot help but make it the banner year in our history and when the records of 1915 are written, achievements even greater than in any previous year will have been accomplished and the Worcester Chamber of Commerce stand out even more prominent than it does today as the great business and civic organization of the Heart of the Commonwealth continually working for the greatest good of the greatest number and the city at large.

Report of the General Secretary

Mr. Herbert N. Davison

Mr. President and Gentlemen:—

The Worcester Chamber of Commerce enters tonight on the 40th continuous year of its history as a commercial body. Organized in 1875 as a Board of Trade, the grantees being Sumner Pratt, E. B. Stoddard, John D. Washburn and Edmund L. Davis, the organization has grown to its present magnitude by the self sacrifice, loyalty and unflagging optimism of the same group of men who are responsible for raising Worcester from a small self-centered city in central Massachusetts to one of the best known industrial centers in the world.

It has been well said that the greatness of a community is accurately gauged by the level of its community pride and it might have been added that the true test of its community pride is ascertained not in times of prosperity but in times of adversity.

It can be said of cities quite as accurately as it can of men

That
It's easy to smile and look pleasant
When the world goes by with a song,
But the town worth while
Is the town with a smile
When everything goes dead wrong.

Judged by this barometer Worcester is certainly 99 and 44 100ths fine. The other 56 100ths are the kickers that we have always with us to make life interesting.

You will hear from my associates tonight in complete detail a recapitulation of our work as a body during the past year so far as it can be set down in black and white, but it will be impossible for them, as it is impossible for me, to reveal to you or to the world the most important part of our year's work, for the principal business of this organization, has had this year to be performed in secret, and its end and aim has been to keep this town from going to the demnition bow-wows.

This may seem to some of you a strong statement, but I want to call your attention tonight to a few facts that ought to cause every man in this room to sit up and take notice. I know how alarmed our worthy president is over the agricultural situation in this state and especially in this county, and I know perhaps better than any one else the titanic efforts he is making to improve existing agricultural conditions, and I believe that he is going to live to see the rich fruitage of all his labors, but it is my business to deal with things as they are and not as they may be and as I hope they will be ten years hence.

We have in this city as fine stores as there are in any city of 170,000 inhabitants anywhere, we have the finest hotel that there is in any city of this size in the world, we have as able a class of professional men, real estate dealers, school teachers and citizens generally as can be found anywhere, we have pure water, magnificent parks and an honest and capable municipal government with a financial standing that challenges comparison among commission forms of government or any other kinds of government, we have a fearless and independent press, a splendid group of colleges in which education is both reasonable and practical, strong and liberal banks and one of the most popular and successful life insurance companies in the United States, but the backbone of this town is its manufacturing industries.

You remove from Worcester the American Steel & Wire Company and 300 diversified industries that I could name and Worcester would become a peaceful hamlet slumbering on the banks of the Blackstone, and it would be sufficiently agricultural to suit even Mr. Ellsworth.

To prevent such a calamity is the principal business of this corporation, and the officers of this Chamber have during the past twelve months labored to that end as never before.

There is no use of our lying to each other, and those of us who are closest to this problem believe that you should know precisely what the situation is, for two reasons, first, because you may have more sympathy with our efforts and, secondly, because you will, if you are sufficiently impressed, help to what is popularly termed *can* any further legislation calculated not only to handicap our manufacturers but actually to drive them out of business or out of this state, which to you amounts to the same thing.

Out of the 229 cities in this country having 25,000 or more population, fully 70 per cent. are in the manufacturing zone, for that is where the money is for the butcher, the baker and the candlestick maker. In the same section 63 per cent. of the people are urban dwellers and 37 per cent. are suburban dwellers. These are the buyers, the people that enable you merchants to live.

Note further that of the cities of over 25,000 population which did not show a gain in the last decennial census equal to the average of the whole country, 60 per cent. were located in this same zone. What is the answer? The answer is that their factories moved away. Where did they go? To the Middle West and South whose cities show the greatest percentage growths.

Why did they move? Because on thorough and scientific investigation it was found that a vast number of these factories were not rightly located to make money. They had installed every efficiency system known to man, but still they could not make both ends meet, they were not able to declare dividends. In their research to find the basic cause of the leakage it was finally discovered that the causes were two-fold, first the handicap due from the long freight haul in collecting the raw materials, bringing it to the factory, and then distributing the finished product to the ultimate consumer, and secondly because of the drastic labor legislation that has recently characterized all our Eastern states, and particularly Massachusetts.

This was the situation at the outbreak of the present administration. Immediately the manufacturers of this city, upon whom all our prosperity depends, found themselves confronted by a new possibility of evil, namely, a further handicap in the form of a readjustment of the tariff schedules protecting them

from foreign competition. It may, or may not be true, as Mr. Congressman Paige claims, that the theory of the Washington government has been to soak New England; personally I believe he is right, but if he is not right it is an almighty strange coincidence that the present tariff hits the manufacturing industries of this country the hardest blow that they have received in 70 years, and that 43 per cent. of that manufacturing industry is located right here in New England.

Consider further, half the 100,000,000 souls that this country boasts, live in the so-called Mississippi valley, that section between the Ohio and the Rocky mountains, and out of that valley comes 62 per cent. of all the domestic raw material used by the American manufacturers. Who is in the best shape to get that raw material into his foundry, the machine tool builder in Cincinnati or the machine tool builder in Worcester? The average total freight cost to the manufacturers of the United States charged against the total cost of their manufactured product is 8 per cent. But our factories here in New England have against them an average total freight cost of 11 per cent. In other words they are handicapped 6 per cent. at the start against the sections nearest the base of supplies.

All the manufacturers have the tariff against them. Our manufacturers have the tariff and the freight rate both. Furthermore, not satisfied with the burdens they have already placed on the backs of our producers, the muck rakers in Congress and on Beacon Hill are engaged in piling Ossar on Pelion in another direction. It is now proposed to take away the essential activities of corporate management from the hands of the operators and owners of a business concern and lodge them with bodies having no responsibility in regard to the conduct of the business whatsoever. We have now entered into an arrangement in this state whereby the wages paid in our factories for female help is to be fixed by outsiders who haven't a dollar invested in the plant and in most cases haven't the slightest knowledge of the costs of operation. As a matter of fact it's a confounded difficult problem these days for a manufacturer himself to tell the cost of operation 24 hours in advance, because of the changes in commodity prices.

I say nothing here of the constant popular hounding of big enterprises just because they are big, nor of that mass of legislation similar to the workingman's compensation act, which if remedial is certainly expensive and at any rate non-compensatory, but I do emphatically protest against the latest Congressional panacea which is intended to force the imperative freedom of movement of our present day enterprises into a narrow, legal straight jacket, a Spanish inquisition operated from Washington and manned by a set of official peekers and priers and peepers who will some day be pensioned by Uncle Sam for their consummate ability in strangling American business.

The European war has been a favorite scapegoat on which to load all the ills that this country is now suffering from, but the fact of the matter is that so far this war has brought us the only measure of prosperity that we have enjoyed for 24 months. So far as the United States herself is concerned, while low prices have been known before, the present unsatisfactory price markets have now continued over a longer period, and business managers are in a more helpless condition regarding the possibility of either maintaining or advancing the price of their product, than they have been during this generation.

The country, as a result of three or four years of amateur uplift, has become involved in an endless cycle of unrest, suspicion and distrust. An utter lack of confidence broods over America, suggesting a new bondage rather than a new freedom, and until the voters of this country learn that antagonism between government and business is deadly to both, we shall continue to have hard times and more of them.

In order to put concretely and explicitly what I am driving at I want to say to you this, that in normal times there is distributed annually in the New England states a total pay roll amounting to $3,000,000,000 or about $1000 for every family in these six states. In the year 1914, as a direct result of all the above causes, this enormous sum was cut right in two. Babson's last statistical report showed only two cities in New England, Holyoke and Lowell, which reported any business improvement whatever, and there as near as I can find out the improvement was not visible to the naked eye.

Now I am not a pessimist nor a croaker; I am a bull on the United States, but I want to point out to you gentlemen that those of us who are on the firing line fighting your battles, and we are fighting them in Congress, in the State House, in the fields of foreign trade and in our great transportation agencies, need your moral and your financial support, not your abuse nor your criticism. This game that we are engaged in costs money and when you buy a membership in the Worcester Chamber of Commerce you are buying business insurance. I have no quarrel with any other business body in this city. They are all useful and many of them attractive, but you could wipe them all out of existence tomorrow and this city would never know the difference. You wipe the Chamber of Commerce out of existence tomorrow and you would either have to create a new one or the business mortality in this city in the next twelve months would be simply staggering.

I make this statement advisely and with full knowledge of its application and force. There is not a man in this room nor an enterprise in this city that is today strong enough to stand on its own feet. This sounds like a strong statement and it is one, but let us examine the facts. It has not yet penetrated the business mind of America that our entire form of government has undergone a radical change in the past two years. The business interests of the United States are tonight in the hands of eleven men appointed by the President, these eleven men being a majority of the Interstate Commerce Commission, the Federal Reserve Board and the Interstate Trade Commission. The functions that were formerly lodged in the hands of the Congress have now been very largely, if not wholly, taken over by these permanent appointed bodies. The Interstate Commerce Commission can impoverish the railroads if it sees fit, for there is no limit to its powers up to the point that the Supreme Court may hold its mandates to be confiscatory, the Federal Reserve Board can fix interest rates and the conditions under which your bank credits are granted, while the new Federal Trade Commission can lay its strong right hand on you and on every manufacturer and every merchant that does business across a state line. Just how far this new body can interfere with the affairs of every man in this room that does an interstate business does not yet appear and cannot be determined until the Superior Court passes upon some more or less involved phraseology, but it is absolutely certain that the framers of the act creating the Trade Board meant to give it great and far-reaching inquisitorial powers. We have a splendid traffic manager connected with this Chamber, an expert who is studiously watching every move calculated to affect the shippers and receivers of freight in this county. It may not be necessary for us to employ a business manager to keep equally close tabs on the movements of this new Federal Trade Commission, but it is profoundly certain that you business men have in this new administrative body a force to be reckoned with in your private business that you have never heretofore encountered and that the only body in this city powerful enough to protect you if you are attacked is the Worcester Chamber of Commerce. Therefore I repeat that you need a powerful Chamber of Commerce here as you have never needed one before, because of the tremendous interstate commerce of the city of Worcester, and that every business man in this city and in this county that stays out of this body is making a mistake that may some day cost him dearly.

Another thing is peculiarly true that in times like these one touch of rumor makes the whole world chin. The whole business world is alarmed over business conditions. Securities that were thought to be gilt-edged are found to be non-productive, credits are impaired, the business failures of the past two years have totalled liabilities over $625,000,000, the failures in the United States alone last year numbering over 18,000, a greater number than in any year since 1893, and this is a time requiring cool-headed judgment and instant decision on the part of our great business bodies. One of our principal and most important functions this last year has been the stamping to death of rumors affecting the business houses of this city. From an intimate personal knowledge I can state that the condition of affairs in the business world of this city is A 1 and that any story affecting the welfare of the business houses of this city is inspired by malice and deserves the reprobation of every good citizen. This Chamber is the clearing house for Worcester. We know the condition of affairs here and we can assure you, gentlemen, that nothing is going to happen here to injuriously affect the business life of this community. The number of failures in Worcester during 1914 as compared with the total volume of business was infinitely small and the outlook for 1915 is brighter still. Under God this situation is due to the Chamber of Commerce more than to all other causes combined.

We have had some resignations during 1914 and we have expected them, but they have been nothing like as numerous as was anticipated. On the other hand we have had accessions from unexpected sources. The Farm Bureau, thanks to Mr. White and our President, is coming along splendidly and the monetary foundation for it is being laid quite outside of our usual sources of revenue. Should we reckon into our membership the subscriptions and memberships in this branch of our work, our total membership would stand today at the highest point in our history.

Financially speaking, therefore, this Corporation leads all similar bodies in the East, with the possible exception of the Boston Chamber of Commerce, with whose affairs I am not acquainted. We have not only made an actual cash gain this year over last, but we have done that on top of the 10 per cent. depreciation account marked against our furniture, we have paid the bill for the legal expenses attached to the Board of Trade's coal investigation, the last bill rendered by our expert in the matter of the Northern grade crossings and the financing of our Mercantile Bureau.

While the Worcester Chamber of Commerce has been getting into this enviable position, the Springfield Board of Trade has had to raise $5000 by personal subscription to pay its debts, and has had to abandon the publication of its magazine, and the Providence Chamber of Commerce has been reorganized from the old Board of Trade after levying an assessment on its members to care for a deficit of about $10,000. We do not rejoice over the misfortunes of our neighbors, but it is well for those of us who are identified with this body to take a pardonable pride in an institution which has such a splendid business record. The financial side of this Corporation is peculiarly my business. It receives my constant and unwearying attention. It is the vital factor in the success of this Chamber, for without money we are absolutely helpless, and with that fact staring me in the face, I am doing everything I possibly can to conserve and build up the resources of this body. The President, the Executive Committee and the Directors have been towers of strength in this particular during this past most strenuous year, and I know that the city of Worcester owes them a debt that it cannot possibly repay. We may not have done all that you desired during 1914, but we have this consciousness to cheer us that our debts never were so small and our resources never so large that we are not only solvent but have an actual surplus and that when good times do come again this body will not have on its books a lot of dead horses to pay for, bought through reckless extravagance in a period of profound business depression. Those of us who are administering the affairs of this corporation believe that you want us to keep our expenses within our income, and, as long as I am here as secretary, I shall see that this is done.

Before turning from the general to the particular I want to devote a few moments to the prospect before our forward looking manufacturers for the year 1915. Mark Twain once remarked that there was no use crying over spilt milk; the thing to do is to pick up your bucket and hunt a new cow. I have dwelt at some length in this report on conditions which are distinctly handicapping our manufacturers and business men. I want to dwell now very briefly on the opportunities that are open to them in another direction, namely, that of foreign trade. The feeling of hostility against Germany and German manufacturers engendered by the war should result to the material advantage of the United States.

Our goods have always been the equal of those of the manufacturers of Germany, but the glamour of the trade mark "Made in Germany" and the price at which they were able to market their goods has thrown a halo about them throughout the world's trade that has helped their sale tremendously. Now that that halo is dissipated there is a splendid opportunity for the United States and for the city and county of Worcester to get some of that business. Notwithstanding the fact that she is carrying on a great war, England is straining every nerve to retain her commercial supremacy and officially she is using every effort to induce her manufacturers to take up the production of everything hitherto shipped into the British Isles from Germany. She is naturally not welcoming the advent of United States made goods in foreign markets and is warning her merchants to watch United States manufacturers. The individual English consumer, however, is not at all worried by the American invasion and seems to be anxious to get in touch with American makers of articles hitherto bought from Germany. It is said that there is a real demand in Great Britain for iron and steel of many types, electrical goods and machinery, cement and glassware.

On account of the fact that the war is being largely fought on her soil, business is not as flourishing in France as in England, and that country cannot consume as much of our goods as Great Britain, because a great deal of her manufacturing territory is in the hands of the Germans. Notwithstanding that fact, I am credibly informed that quite a lot of tool machinery will be used for the French navy shortly and that specifications for the same are to be forwarded to this country. I think this is a subject that ought to profoundly interest the machine tool builders of this city.

Holland, on account of its proximity to the war zone, is greatly handicapped at present in securing her supplies. England has refused to sell Holland tinplate and many other articles. If President Wilson will insist upon the rights of neutral bottoms carrying supplies to non-belligerents to escape search and seizure, there is a great opportunity for the United States in Holland alone. Belgium, of course, is prostrate. Normally she is a large producer of steel and should the war result favorably to the allies she will be a large buyer of structural steel and electrical equipment, as well as all sorts of agricultural machinery. It is said that Belgium is very grateful for the aid given her by the American people in this, her period of desolation, and we may be casting our bread upon the waters in thus generously aiding her. This is the sincere wish of the American manufacturer.

Russia, however, is the great prize for this country. Over $300,000,000 worth of German made goods were imported into Russia in 1913 alone and as the authorities at Petrograd have stated that not another dollar's worth of German made goods shall be sold there in the future, and as the Russian government is one of the most self-centered and dictatorial on earth, it is probably true that the threat will be carried out. Russia is a very large consumer of goods such as are made in Worcester and she ought to be one of our very best customers.

Taking all these facts into consideration, I believe that the Worcester Chamber of Commerce should immediately organize a Foreign Trade Commission or Bureau similar to the one that has been created in Pittsburgh, made up possibly of our Committees on Foreign Trade, Manufactures and Publication and that this Commission should, through our Magazine and through the employment of one or more experts, get into touch immediately with the agencies which are now placing their goods in this country.

The necessity for immediate action in this direction will be better understood when you take into consideration the fact that a Committee of Belgian and Russian financiers and business men are coming to this country, either in February or March, to make arrangements for the purchase of a very large amount of material to be shipped to Russia. This delegation represents a syndicate that is being formed in Europe today, which includes members from various Russian manufacturing companies organized for the purpose of purchasing elsewhere all the Russian requirements hitherto supplied by Germany. The Pittsburgh Commission has already made arrangements to have this delegation come straight to the Smoky City, its Chairman having arranged to meet them in New York and bring them direct to Pittsburgh. The Pittsburgh manufacturers have also made arrangements with a representative of the Russo-Asiatic Bank, so that Pittsburgh manufacturers will get all the specifications and inquiries for the materials that this enormous institution may purchase for the Russian Government.

So far as I know Pittsburgh is the only city in this country that has grasped in a practical way the greatest business opportunity that this war has created, not only for war materials but for a stable future business. The Chairman of the Pittsburgh Commission, writing of this fact, makes this astonnding statement: "Hundreds of millions of dollars' worth of business are awaiting us today in countries where there is no financial stringency, no water transportation difficulty and where thousands of business men will gladly welcome us."

I believe and I make bold to say that while we may not be able to do in as large a way as Pittsburgh is purposing to do, the work of extending our foreign trade, that we can take a leaf out of Pittsburgh's note book and by organizing at once in this city and county get in on the ground floor, and that it is not necessary for us to wait until the war is over to bring to this city a measure of business that will again render true our boasted motto, "Worcester, City of Prosperity."

We are in a better position to do this at once than almost any ther city, inasmuch as we are better organized here than al- nost any other city except the very largest.

We are members of the International Congress of Chambers f Commerce and we have in our Magazine a direct medium hich can reach every market that we desire to cultivate.

Three of the Bureaus of the Chamber are now fully organized, e Traffic Bureau, the Agricultural Bureau and the Bureau of lercantile Affairs, and you will be told how your money has een spent on each of them.

Beside their activities we have published monthly as hereto- re THE WORCESTER MAGAZINE, the finest publication issued by trade body in the world, and it has never been finer, thanks Mr. Conlon's exceptional editorial ability, than this year. Committee on Publication, our hard working advertising anager and our printer, Mr. Belisle, have each contributed eir full share towards making this asset of the Chamber in- luable. So far as I know, practically every other publication sued by a trade body in this country has either gone back or one bad in the last twelve months. Ours alone among them all as shown steady uninterrupted improvement. It ought to be matter of personal loyalty with every manufacturer in this ty and county to support this publication and it ought to be ist as much a matter of pride with our members to subscribe r it, as it is for them to pay their dues. Its circulation ex nds from Worcester to Hong Kong and from Melbourne, Au- ralia, to the Arctic circle, and it has made the name and fame Worcester known wherever the English language is written spoken.

In addition to this unexceptionable medium of publicity, more an a 1000 newspaper columns of matter have been published is last year about the Worcester Chamber of Commerce.

As a result of this publicity our organization promises to be- me the model for all similar organizations in this country. ot only are the candidates for secretarial positions coming here study our plant, but hardly a week passes without one or ore bodies writing here for information as too how they can ttern after us, the latest being the new Chamber of Com- erce at Providence and the one just forming at Keesport, ennsylvania.

In addition to our other social activities we have conducted e most interesting annual banquet in our history, a successful instrel show in April and in the closing days of June the most joyable outing ever held by a commercial body in New Eng- nd.

All of these events, however, dwindle into insignificance in pular favor when compared with the triumph achieved by this hamber on the night of the 17th of June, when our new modern stem of street lighting was installed. For three years this dy and the Merchants' Association, now so happily merged th us, labored unceasingly to secure for Worcester the ad- ntages of up-to-date street lighting. The automobile parade hich the Chamber chose as the precise form of dedication, was ected that night by 150,000 loyal Worcester rooters, who by eir shouts and cheers fairly registered in the stars the seal of eir approval on the one body in this city which *does* business d *gets* business and *means* business 365 days in the year.

Time fails me to enumerate our other achievements. We have dicated the new Burgess-Lang building, an industrial beehive ected primarily to care for the Dennison Mfg. Co. branch ought to this city by the Chamber and now filled with thriving all manufacturers. Another and even larger building, being ected by John E. Bradley, one of our Directors, is fast nearing mpletion and will soon be filled with either independent anufacturers or the direct representatives of large concerns cated outside of New England which have established branch ants here for the better distribution of their product.

We are directly responsible for the location of a new sub post- ice in Washington Square which, as the result of our insistent presentations, is going to be equipped with a full corps of erks and carriers and will be just as complete in every de- il as the main office itself. The benefit of this improvement the jobbing and manufacturing interests within a quarter of mile of Union Station, is incalculable, for it will enable the siness man in that section to dispatch his mail fully an hour rlier than is now the case. If we had done nothing else this ar, the Chamber of Commerce would have earned all it has st in that one improvement alone. The thanks of this Cham- r are due to Postmaster General Burleson, to his assistant, Mr. per, to Congressman Winslow, to Postmaster Hunt and to spector Jennings for their co-operation in this matter. When completed this will mark the longest step forward ever taken in Worcester's postal facilities.

Another far reaching improvement launched in the closing days of the year was the visit to this city of a representative of the Somers System of Realty Valuation. There are now 35 cities in Massachusetts and 35 systems of taxation—all of them bad. Ours may not be the worst, but it is certainly as far be- hind the times as was our system of street lighting, and if this city is to continue to grow and prosper it must have a system of taxation not only as good as the others, but the very best. Among those present when the system was explained was one of our enterprising young aldermen, and it is gratifying to know that Mr. McKeon has taken this matter up in the city govern- ment and that that body has voted to make a thorough going investigation of its possibilities. The Chamber of Commerce believes that the same scientific accuracy you business men demand in your private affairs should be demanded in public affairs, particularly in the taxation of property, which is now in this state a joke, albeit a practical one.

But two other matters and I am done.

You will be called upon at an adjourned annual meeting held February 1, to vote on the question of taking over the Fidelity Mercantile Agency and incorporating it in our Mercantile Bu- reau. This agency is a credit reporting bureau, privately owned but managed on a co-operative basis by the merchants of Wor- cester for over ten years last past. Ever since the organization of this Chamber and particularly since the merger with the Merchants Association, there has been a persistent demand that this service should be performed by the Chamber hereafter. The details have finally been worked out, the price of the busi- ness determined and arrangements made to finance the enter- prise. It has been necessary for the Corporation to borrow the money to do this, and having borrowed it, it will be necessary for us sooner or later to pay the money back. In order to do that, those who have the benefit of this service will have to pay for the present year at least what they have been paying the Fidelity Mercantile Agency. It is hoped, however, within the next three years to make substantial reductions in these figures. On the other hand we intend to make this service more general and more valuable to the merchants of Wor- cester than it has ever been. A department will be created for it in the Bureau of Mercantile Affairs and it will be operated and managed by those whose very interest will be to make it increasingly useful.

There may be exceptional cases where a merchant can afford to operate his business without recourse to a local credit re- porting agency, but they are the exception that prove the rule. Investigation has shown that merchants who do not possess this service lose as high as 5 per cent. per annum from bad bills. Just think what that means on a yearly overturn of only $50,000. On the other hand, the members of the Cleveland Retail Credit Men's Company, who maintain a credit bureau similar to ours, have reduced their losses from bad bills to one- quarter of one per cent. To state it in another way, the man doing a business of $50,000 a year without using a credit re- porting agency, may lose $2500 a year, while his competitor, with the same annual overturn, but employing the agency, re- duces his losses to $125. I can't see for the life of me how any merchant in Worcester can consult his own pocketbook and stay out of the Chamber of Commerce after this rating agency is taken over by us.

Our last big job during 1914 was the establishment of a Bu- reau of Employment and Relief to relieve the existing industrial distress in this city. Hon. Charles G. Washburn is the efficient chairman of this new Bureau, Miss Miriam F. Witherspoon is its executive officer, and some of the biggest hearted men and women in this city are assisting in its work. The Bureau meets every Monday afternoon at 4.30 and it is doing its level utmost to alleviate an extremely gristly outlook. This Bureau has not the money it needs to cope with the distress in Wor- cester, and it must be the business of this Chamber to back up, financially speaking, these brave-hearted, devoted workers. It is all right to boast about Worcester and prosperity, but what interests this Chamber at this moment is Worcester and adver- sity. There are men and women in this city tonight who are facing starvation. Statistics compiled by the Chamber show that over $125,000 was spent in this city last year by the various relief agencies, public and private. The amount this year will have to be much larger. The Bureau has already cared for 500 persons.

These men and women have made the Worcester of today

possible. The acquisition of wealth, the increase of intelligence and the extension of our markets are desirable and proper functions for this Chamber to be interested in, but never may it be said of us that we were either individually or as a body so interested in the things of this world, in the mammon of unrighteousness, that we forgot for an instant the duty we owed to human souls.

I have little sympathy with and the future historian will place his emphatic seal of disapproval upon an industrial civilization which works its workers to the limit in good times and leaves them to starve to death in hard times. You have created here a great Bureau, with a profound mission, headed by a big man, capable of doing an undying service to Worcester. Will you support him and us in this emergency or will you leave our laborers to their fate? It is in times like these, gentlemen, not in the days of prosperity and fatness, that the bonds of love and fellowship are cemented between the rich and poor; it is times like these that have made this Republic the marvel of the ages; it is times like these that constitute the truest guaranty of our future as a Nation, a guaranty more dependable than standing armies or courts of law, more imperishable than bronze, more luminous than light—a guaranty based on the recognition of human need and the inescapable character of our common brotherhood.

Bureau of Mercantile Affairs

Edward B. Clapp, Chief

The Bureau of Mercantile Affairs organized to look after the wholesale and retail interests of the city, has given careful consideration to the many subjects that have been brought to the attention of the Committee.

Itinerant vendors have been looked after and several have been made to conform to the law or leave the city. The co-operation of the police inspectors has been of much value to us in taking care of itinerants who have come here for the distinct purpose of getting what they can from the public, staying while business is good and leaving at the close of the season.

The law relative to untrue and misleading advertisements has resulted in cleaner and more truthful advertising. Worcester newspapers today contain as clean advertising as any in the country. Several merchants have had their attention called to exaggerated statements, and at the request of the Committee have changed or discontinued the advertisements. Several arrests have been made in the different cities of Massachusetts, New York and New Jersey on account of misleading advertisements, but Worcester has a clean record to this date, as no cases have been brought to the attention of the court.

The investigation of the many solicitors has saved our members from a great deal of annoyance. When it is considered that Worcester, as the second city in the State, contributes a large and generous share of the three millions annually contributed by residents of Massachusetts for the support of charitable institutions, and the recognized fact that a considerable percentage of the funds never reach the deserving organizations, the conducting of a clearing-house by the Chamber of Commerce Committee on Investigation has proved its value to the members. Investigation shows that the same solicitors are at work, particularly the fakirs, but they have learned to avoid those who use the Chamber of Commerce Bureau of Investigation, and are plying their trade among those who are either not members of the Chamber, or, if members, do not avail themselves of the full privileges of membership. The number of cases considered by the Committee during the year 1914 was 148, classified as follows: Advertising propositions, 68. For approval of soliciting the business men for cash, 42. For merchandise, 16; miscellaneous, 21. Under Advertising, 4 were approved. Cash, 6. Merchandise, none. Miscellaneous, 5. Total number of cases considered 148, approved 15. 133 were not approved by the Committee. Cautionary letters have been sent out at various times during the year, giving advance information on questionable solicitors.

The movement started several years ago by the Committee advising early Christmas shopping was continued this year. Early in November fifteen hundred posters, "Shop Early," "Avoid the Christmas Rush," were posted about the city and on the front of the cars of the Consolidated Street Railway Company.

Early in the year a petition signed by a number of merchants asking for a more equal rate of commercial electric lighting was referred to the Bureau of Mercantile Affairs for investigation. Several conferences with the officials of the Electric Light Company developed the fact that no preferential rates were enjoyed by any merchant, all rates being as published in the advertised list of rates and schedules published by the company, and the petitioners were notified of the findings of the Committee.

Realizing that the merchant is a busy man it has always been the policy of the Mercantile Committee to so conduct its business as not to require the too frequent calling together of special committees to attend meetings. Many complaints that might properly be referred to the Grievance or other committees, require immediate and quick attention, such matters have been adjusted and settled by authority received over the phone without calling the Committee together, thereby saving the individual members much time and possible annoyance in being called away from business engagements. There have been 19 meetings of the Committee on Mercantile Affairs, and 12 meetings of standing and special committees.

It was estimated that $5,500 would cover the expenses of the Bureau for the year 1914. In common with other corporations endeavoring to carry on a legitimate business without showing such excessive profits as to attract the attention of the tax commissioner, the expenses (owing to the European war) were cut down to the lowest amount that would enable the transaction of business. The expense account of the Bureau of Mercantile Affairs for the year amounted to $3,067.55, which leaves a balance of $2,232.45. By vote of the Directors of the Worcester Merchants Association, a cash balance of $349.47 in the hands of the Treasurer, was turned over to the Chamber of Commerce to be applied to the expense of the Bureau of Mercantile Affairs.

The Committee recommended to the merchants having a Dollar Day, when special sales should be made of single, also combinations of articles for one dollar. This was successfully conducted on Saturday, March 28th, 1914.

The request of the Grocers and Provision Dealers for assistance in the enforcement of the law relative to the sale of merchandise on the Lord's Day, was taken up with the police with the result that all specific cases brought before the court would receive prompt attention. A copy of the law was sent to all grocers and provision dealers, with the announcement that not only the Association, but the Chamber of Commerce was back of the movement to see that the law was enforced.

Action was taken against further extension of the Parcel Post service.

At the suggestion of one of our merchants early in April, arrangements were started looking to a merchants' week and celebration at the opening of the new street lighting system of the city. The original idea of a new system having started with this Committee. The celebration took place the week of June 17th.

Fashion Week conducted during the week of September 21st was a great success. Two thousand posters were distributed through the city and surrounding towns. Eleven cups were given as prizes to those who dressed the store windows, and thousands of people turned out to see the elegant window displays. Owing to the intense heat the sale of merchandise was not as large as expected, but the advertising that Worcester and her merchants received was of untold value, especially in creating a spirit of more loyalty to Worcester and her business houses.

The Committee voted to recommend that the clerks be given their half-holiday on Wednesday, during the months of July and August, and the first three Wednesdays in September.

The question of how far public service corporations may go into business beyond what is stated in their charter granted by the State, has not yet been decided to the satisfaction of the special committee appointed to investigate the subject.

The Committee voted to assist the Aero Club in its efforts to have Worcester the headquarters of the New England Association and ascensions made from the "City of Prosperity" and contributed $93.00 to help defray the expenses.

The Committee on Credit Reporting have held several meetings and it is expected that a system will be in operation under the supervision of the Chamber in the near future.

The Chamber has been represented at several hearings before committees of the Legislature and the recess committees. The last meeting at which the Mercantile Committee was represented was the hearing of the Commission appointed by the Governor to consider the regulation and taxation of signs.

"Facts about Worcester" prepared by the Committee, have been sent to all parts of the world, and the delegates to the annual meetings of the different organizations, which have been

held at various cities in the country, have been generously supplied with them. It is impossible to determine the actual results of these seeds of information which are distributed by so many agencies, but we have positive knowledge from the letters received that Worcester, the City of Prosperity, is advertised as never before in all parts of the world. The last edition of 100,000 is entirely exhausted and a new edition will be printed during the early part of the year.

The Committee has investigated the operating of auction sales of jewelry and other articles of merchandise during the evening, and found that several of our working people have been the victims of misrepresentations by the glib-tongued auctioneers. As a result an Ordinance, looking to protecting the public from this class of irresponsible vendors, has been drafted and is now in the hands of the Ordinance Committee of the City Council.

Early in the year arrangements were made with Mr. Charles D. W. Marcy of the Sampson Murdock Co., Boston, owners and publishers of the Worcester City Directory, to have their large collection of various city directories placed in the office of the Chamber. This collection covers practically all the large cities of the United States, and the smaller eastern cities. This, and the collection of Worcester city directories from 1852 to the present time are constantly being referred to by many of the visitors.

The Bulletin of Committee Hearings and Record of Legislative Action, also copies of the many bills introduced in the Legislature, especially those concerning Worcester and Worcester County, have been on file in this office and referred to by many of the members. Copies of several of the laws passed, also Bulletins issued by the Commission of Weights and Measures have been mailed to interested members. We were unable to secure a sufficient number of the books prepared for the District Police, containing the Elevator and Escalator Regulations to mail to owners of buildings containing elevators, but it proved just as well for the publication contained many inaccuracies and they are now being revised by the Board of Elevator Regulations.

We are indebted to the press for publicity and cooperation in those matters that protect our merchants; to the F. A. Easton Co. for window displays of prize cups; to Mr. Charles D. W. Marcy for directories; to Mr. Thure Hanson, Commissioner of Weights and Measures for Bulletins; to the Worcester Consolidated Street Railway Company for advertising privileges, and especially to the individual members of the Committee on Mercantile Affairs for their attendance at the regular meetings, not one of which has been adjourned for lack of a quorum.

Respectfully submitted,

(Signed) EDWARD B. CLAPP,
Secretary of Mercantile Bureau.

The Traffic Bureau

Joseph H. Lane, Traffic Manager

(Abstract of Report)

I will bring to the attention of the Transportation Committee, the Members and the Board of Directors of this Chamber, a few of the general results accomplished during the year 1914.

My 1913 report showed an actual saving of many thousands of dollars, and we are able to prove a further general saving to our members, and also to the City of Worcester of an amount largely in excess of 1913, which, added to the balance above gives us a very satisfactory total which in a general way represents the financial value of your Traffic Bureau for the year 1914. In other words, your Traffic Bureau, regarded as a plain business proposition, paid to those interested several hundred per cent profit on the capital (dues) invested during the year of 1914.

I give you the above simply as a general guide to the progress made by, and the value of, the Traffic Bureau, but would very much prefer that you base your own estimate of our success on the actual and concrete results, some of which I give you below.

There are yet some business men of Worcester who would benefit greatly if they would give us an opportunity to help them adjust their transportation grievances. It is pretty certain that the number is smaller than in 1913, and I hope that the Bureau may hear from every member of the Chamber of Commerce during the year 1915. There has been at least fifty per cent additional interest shown during the year of 1914 as compared with the first year of our existence.

The 5% Freight Rate Case, account of eastern railroads, has been decided favorably to the transportation lines with apparent satisfaction to the business public. It is generally supposed that this decision will greatly benefit the business interests of the country and enable the railroads to improve their facilities and equipment with the money obtained from the higher rates.

The Spotting Case, which is really a part of the 5% case, is still open and before the Interstate Commerce Commission. I was present at Washington, D. C. in February last, as a member of the Advisory Committee of the National Industrial Traffic League for account of this case, and I helped to line up evidence showing the conditions in this part of the country, and a great deal of additional work will be required for the information of the League's attorneys when the case comes up again. We have about 160 concerns who have sidetrack privileges, and there are approximately one hundred thousand cars placed on these sidetracks every year, and probably 50% of these cars so placed would be affected by a spotting charge of $2.00 per car, and therefore $100,000 would be paid annually for spotting service in excess of present expenses to Worcester manufacturers.

The Passenger Rate Advance Case is still open, but tariffs have been filed by roads. The local passenger situation in New England is also open, and tariffs have also been filed but are held up until February 1st, and possibly later.

FERRY AND TRAP CARS

The proposed charge by carriers on Ferry and Trap Cars is another case open before the Interstate Commerce Commission, and may be contested by this Bureau. Worcester is seriously threatened in this case, as the three railroads located here handle a large amount of their business through ferry car service, in which case the business man does the loading and unloading on his own siding, thus relieving the railroad and its terminal from this burden. Enforcement of this rule, together with the application of the spotting charge, would tend to throw much freight to the freight houses and public delivery tracks which is now handled on private sidings. This would undoubtedly swamp our terminals with a volume of business which they could not handle on account of lack of space and facilities.

TRAFFIC CONFERENCES

During the months of February, March, April and June, I was able to cover such subjects as Freight Claims and the Preparation, Presentation and Prevention of same; Teaming and Freight House Conditions and Street Work, also Relations between Shipper and Terminal Agents;—Comparisons, fully illustrated, between Express and Parcel Post Rates and Service;—The Handling of Explosives and other Dangerous Articles.

EXPRESS RATES

Our protest to the Massachusetts Public Service Commission early in 1914 regarding application of new 60c. per hundred rate to local stations out of Worcester was acknowledged, and we now enjoy a local rate of 50c. per hundred pounds to subblocks within a twenty-mile radius. Our protest in this case, as you can readily see, saved a considerable amount of money to Worcester shippers interested in express shipments.

OFFICIAL CLASSIFICATION REDUCTIONS

During the past season your Traffic Manager representing two large manufacturers of Worcester, protested to the Uniform Classification Committee regarding the elimination of a carload rating on this particular product, which moved out of Worcester to the extent of about 100 carloads per year. My argument was considered and the result of same was a retention of the carload rating on this product and an acknowledged saving of some $4,500.00 jointly per year in freight charges, based on what they would have had to pay if the carload rating had been abolished. This is another case where the saving and credit for same can be carried along from year to year as an asset of the Traffic Bureau of the Worcester Chamber of Commerce.

It might be entirely proper to say here, that your Traffic Manager has been chosen by the National Industrial Traffic League as Chairman of its Official Classification Division, and there will be other men on this Committee from various parts of trunk line territory.

ADDITIONAL CHARGES FOR BILL OF LADING WEIGHTS

One of our New England roads put in effect an arbitrary rule calling for five cents per ton for the privilege of having scale weights put on bills of lading in certain cases. This rule particularly affected one of our members located in Worcester but doing part of his business in another State, and selling his prod-

net in bulk on a ton basis. My protest to Traffic Manager of the road in question resulted in an immediate cancellation of this rule, and saved to our Worcester member about $10.00 per day, according to his own statement. This I consider another permanent asset with a very definite cash value.

NEW DETENTION CHARGES ON INSULATED AND HEATER CARS

As a result of our work in connection with other commercial bodies, the American Railway Association, the National Industrial Traffic League and the New England Industries Demurrage Committee, it has been arranged before the Interstate Commerce Commission that extra detention charges on lined and heated cars be modified. These cars are lined at shipper's expense for the protection of shipments of fruit, and vegetables during the winter months, and any additional charges would ultimately fall upon the consumer. After a hearing before the Interstate Commerce Commission the railroads agreed to a reduction on the lined and heater cars, and also agreed that the charges on refrigerator cars should be lower. Two members of the Chamber of Commerce will admit that during the latter part of the winter of 1913 and the spring of 1914 they saved, through this action of ours, jointly, about $800.00, and with other interested parties the total could easily be made $1000.00.

ADVANCE CLASSIFICATION ON FLOORING AND ELIMINATION OF SAME FROM LUMBER TARIFF

After carrying "flooring" on their lumber tariff for many years, one of our roads recently cut out same and advanced the rating on flooring to class rate basis. This caused one member to pay some $150.00 extra freight money on about 12 carloads received inside of two weeks. This was a direct loss to Worcester dealers, they not being able to readjust their selling prices on account of lack of warning of the change. A strong protest on my part to proper traffic authorities resulted in an immediate order to return wooden flooring to the application of the lumber tariff, and this trouble ceased at once, and refund was made to the Worcester lumber company. Before consignee could readjust his prices, provided the change was to be made permanent, you can easily see where at least $1000 would have been lost to this one concern alone.

BARBERS CROSSING IMPROVEMENTS

One of our Directors sometime ago made a written complaint regarding dangerous condition at Barbers Crossing in connection with the trolley line which crosses the Boston & Maine tracks at that point. Several narrow escapes from serious accidents caused by the trolley pole leaving the wire, indicated needed changes, and the matter was put up to the Traffic Bureau by the Board of Directors. I was obliged to get in touch with the Public Service Commission who in turn made a joint inpection of the crossing conditions, together with the complainant, railway officials and myself. As a result, immediate attention was given to this situation and a complete equipment of new frogs was installed several months ago.

ELIMINATION OF RULE 10, OFFICIAL CLASSIFICATION

Your Traffic Manager appeared before the Official Classification Committee to protest against the cutting out of this Rule which has for years allowed shippers to load a number of different articles in a car and thereby secure a carload rating on the whole lot, based on the proper rating and minimum carload weight of the highest classified commodity in the entire shipment. The abolition of this rule would throw the shipment in question to a less than carload rating on each article forwarded and thereby increase the burden of Worcester shippers to a great extent. The Rule has not been changed and the old custom has been allowed to remain in force on account of the very forcible protest made.

INCREASED CHARGES, SECONDARY SWITCHING

The charging for secondary switching on all cars arriving in excess of consignees sidetrack capacity is a very important and pertinent case before us at present, and one that if rigidly enforced would call for a big increase in freight charges at Worcester station. In this case I have not only gone to the traffic officials, but have dealt directly with the President of the one New England road which has so far proposed this change, and up to date my understanding with these gentlemen has resulted in a very broad and liberal interpretation of this tariff being made at Worcester terminals.

EXPRESS DELIVERIES

Working in connection with one of our large Express Companies, we have already arranged for extension of team delivery to three parts of the city, and further extensions are promised.

CUSTOMS BROKERAGE DEPARTMENT

There has been opened in the Traffic Bureau a United States Customs Brokerage Department, and Mr. H. A. Rousseau, Rate Clerk, has received the official appointment as a United States Custom House Broker. This will enable us to enter and clear all import shipments for account of Worcester firms through the Port of Worcester at a low cost, and with dispatch and convenience to our members. Mr. Rousseau has the strong support of the United States Customs Officials in this work, and such action on our part has already helped to develop Worcester as a Port of Entry.

WAR TAX STAMPS

Since December 1st, at which time the War Tax Law became effective, the Traffic Bureau has been practically the only place in Worcester where all kinds of Documentary, Proprietary, Wines and Cordials Stamps could be obtained in quantities, and and, I think, thta the most important part of this situation was our ability to answer correctly the many difficult questions involved in the application of this law, and I can say here that our understanding of the questions involved have been sustained by the Treasury Department at Washington.

NATIONAL INDUSTRIAL TRAFFIC LEAGUE

Your Traffic Manager attended the annual meeting of this League at Chicago, on November 12th and 13th, and on his return stopped off at Buffalo and Rochester, getting in touch with the Traffic Department of the Chambers of Commerce in those cities. At the Chicago meeting the League covered a vast amount of business and many of the important traffic matters already referred to in this report were thoroughly discussed and some definite action taken in each case.

NEW HAVEN RAILROAD WATER LINES

The Directors of the Chamber, at the request of the Traffic Bureau, have gone on record as favoring the retention of the so-called Sound-Line Steamers by the New Haven Railroad. These boat lines have been a part of the New Haven family, that is, the Old Colony, Norwich & Worcester, and Providence & Worcester Railways, for many years, and separation now would result in much injury to shippers as well as to the railroad itself.

MOST IMPORTANT VALUE OF THE TRAFFIC BUREAU

Finally, the Traffic Bureau has a value which does not always appear to the everyday business man, and this strength comes from the fact that we can appear before any traffic tribunal with the backing of some 500 industrial concerns which handle a total tonnage in and out of Worcester of at least 3,000,000 tons annually. This is the situation that makes your Traffic Bureau strong on any protest put before the public service bodies, and it is the best kind of an argument why every Worcester merchant and manufacturer should support the Chamber of Commerce with his membership. No one concern or individual can get the influence or recognition that can be gained by this immense strength presented by one common medium.

In closing this report I want to again acknowledge my great indebtedness to the members of the Transportation Committee for the very gratifying cooperation and support which they have given to our endeavors. I want to acknowledge my sincere appreciation for the kindness, good-fellowship and great help given to my associates and myself by the Officers and the General Office force of the Chamber.

Respectfully submitted,

JOSEPH H. LANE,
Traffic Manager.

January 14, 1915.

Accepted and approved by the Transportation Committee,

(Signed) WALTER H. ALLEN, Chairman,
LOUIS H. BUCKLEY,
HARRY W. GODDARD,
ALBERT C. LORION.

Worcester's New Tuberculosis Hospital

The Heart of the Commonwealth Dedicates One of the Finest Municipal Institutions of Its Kind in Eastern America to Aid in Its Fight Against the Grim White Plague, Wherein Advanced Cases of the Disease May Be Segregated and Treated

Dr May Salona Holmes
Superintendent

MANY grim spectres that haunt the silver train of human life have vanished before the persistent advance of philanthropic science. All the world knows there never was a more splendid fight than that against disease. Sickness has not the same vague terror for people today that it had for the ancients; and the afflicted have a finer chance of winning, with the aid of medical science, than ever before since mankind dwelt upon the earth.

Beating in sympathy with this age-long crusade, the Heart of the Commonwealth has just shown with a new emphasis that it stands for genuine uplift and permanent progress. Realizing that the health of the dweller within the city gates is one of the factors of true prosperity, Worcester, City of Prosperity, has taken its stand on the side of those who are battling for a more healthy race.

It has displayed this spirit by erecting and equipping a municipal tuberculosis hospital that is as fine as any to be found in eastern United States. This institution lies on one of the northeastern hills, like a fortress, as though to guard the great city at its feet from the attack of an unseen, unmerciful enemy.

It has been open less than two months, but already it has become known in many parts of eastern America and has had its admiring visitors from distant points.

As is not infrequently the case, an idea that struck fire simultaneously in the minds of men living in widely separated sections of the city was the nucleus of purpose out of which this institution developed. While members of the Worcester Tuberculosis Relief Association were beginning to suggest that Worcester deserved to have such a hospital, the same thought took possession of Henry Putnam, who owned an extensive farm just beyond Belmont Hill, part of which is now dedicated to Worcester's war on the great white plague.

Agitation begun by the relief association led to the announcement of a hearing before the city government on the question. When news of this hearing reached Mr. Putnam, he came to a decision and his decision was announced at the hearing. It was an offer of a tract of land, part of his farm, which he agreed to give as the site of a tuberculosis hospital on condition that the city build and maintain the hospital.

Inspection of the land by members of the city government followed and it was in the end accepted, the city appropriating $177,000, not only for the erection of the tuberculosis hospital, but also for certain alterations and improvements in the isolation hospital, which stands on property adjoining the site of the tuberculosis hospital.

Thus the tuberculosis hospital was built where it now stands, a little distance back from Belmont street, and just beyond the isolation hospital buildings. In 1912, the year following that in which the project first took definite shape, the work began. The buildings were under construction during 1912, 1913 and part of 1914. Late last fall they were completed and the institution

The Main Hospital Building

was formally opened on December 4, with Dr. May S. Holmes, Superintendent of the Isolation hospital, in charge.

On that date, Mayor George M. Wright and the city government made an official inspection. On the two following days, Saturday and Sunday, December 5 and 6, the buildings were opened for public inspection. About 200 persons visited the hospital on the first day, and about 2000 on the second.

Most of them naturally were laymen when it came to medical matters and hospital management. Nevertheless they showed an admiring pride in what they saw, realizing more or less perfectly that their city now possesses a hospital for treating the tubercular which is the last word in construction and equipment and would be a credit to any American municipality.

Vanish, dust and dirt! The thing that most vividly impresses those who visit the hospital is its absolute, irreproachable, inevitable cleanliness. It is as if a warning sign to loathsome dust particles had been planted outside the door: "Thus far shalt thou come and no farther!"

So clean is the whole interior that it is like going into a sanctum sanctorum, a place apart from the common run of human habitations. A speck of dust here would be as discordant, as out of place, almost as shocking as a tramp at a fashionable society gathering.

In truth, a speck of dust has little chance of getting in. And even if it got in, it has little chance of finding a resting place, because there is nothing whatever in the hospital that could in any way collect dust.

Covered Passageway Leading from Central Heating Plant to Hospital

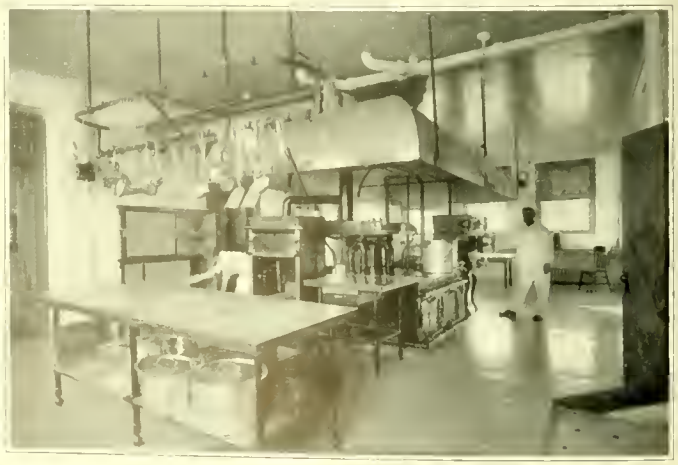
The floors are smooth and bare, the doors are one solid block of wood, without cracks and without panels; the furniture, made to order, offers just as smooth a surface as possible. Even the clean, white trays on which the patients' meals are served to them if they are too sick to leave their beds, have no corners to their curled edges, lest dirt should find a lodging there. Never was dust so tabooed, so frowned upon, so completely exiled.

This is part of the great general program against ill health, which is the sole and mighty purpose of the institution. Equally important, however, are the measures taken to prevent infection. Everything that is done or left undone throughout the hospital has its reason; and this is the reason: Is it sanitary or unsanitary?

As physicians know, the principal mode of contracting tuberculosis from a patient is through the hand. The hand, therefore, is never allowed to come in contact with any object which anybody else must handle if it can possibly be avoided.

Beside each bed in the wards is a sputum cup with a metal base, which can be sterilized, and a stiff paper top, which is burned after it has been used. These cups, and all other paraphernalia employed about the patients, are handled with forceps. The set basins are

Looking Down the Woman's Ward



A Corner in the Modern Kitchen

equipped with knee-action faucets, worked by pressing the knee against a lever, so that the faucet is never touched by the hand. There are paper handkerchiefs, paper towels and liquid soap. Each patient has his own individual thermometer, which is kept in an antiseptic solution when not in use and the watches by which the

THE ASSEMBLY HALL

temperature readings are taken are never carried outside the wards.

The beds themselves are the extreme of simplicity. They consist of a plain white enamel iron frame, made to order, and provided with a device by which the pillow can be raised to various heights, like a Morris chair.

ONE OF THE SUN PARLORS

At the head of the bed the legs rest on wheels. The foot of the bed has no wheels, so that it rests firmly on the floor. But if it is desired to move a bed, a small light truck is attached in an instant of time, by a deft process, to the foot of the bedstead, and provides the other two wheels, allowing the bed to be rolled along lightly and quickly.

Within reach of each patient is a button which flashes a little electric light on the wall at the head of the bed. At the same moment, a similar light shows in the corridor, outside the ward, and a third light at the desk of the nurse on duty. The nurse immediately responds to this signal, the great advantage of which is its silence.

THE NURSES' DINING ROOM

Around the wards is a spacious piazza, wide enough to accommodate the beds. In fine weather, the patients, according to their condition, can be rolled out on this piazza and get the air, which is fresh, untainted and invigorating on account of the open surroundings and the height. There are also roomy, pleasant sun parlors

A VIEW FROM THE GENERAL OFFICES

for each ward, facing south, enclosed in glass, and furnished with adjustable couches. Patients who are convalescing like to spend as much time as they can in these sunny alcoves.

There are other details just as carefully planned for efficient work and sanitary surroundings. Large, white linen bags, which can be attached to an iron frame on

wheels, are the laundry receptacles. Trim, white screens can be placed around the beds when desired, shutting in a patient while doctors or nurses are ministering to him. The walls and ceilings of the wards are of the softest tint imaginable, a delicate green, containing just a little more color than plain white.

When the patients not able to leave their beds are fed, their meals are brought to them on the big serving trays, which have folding legs with rubber tips, allowing them to stand securely on the beds, within easy reach of the patients.

All the equipment provided for the hospital staff to work with is the most modern in existence. There is a utility room on each floor containing two heated closets, one for warming blankets and the other for heating utensils, a medicine closet, lighted automatically, a gas range, for use in making poultices, a tray rack on which the trays can be wheeled into the wards, and a steam sterilizer. Adjoining is a diet kitchen in which special dishes for the patients can be made ready, and which is connected with the corridor leading from the main kitchen by a dumb waiter. Opening from this in turn is the small patients' dining room for those few patients able to come to the table for meals.

In the hospital kitchen, part of the domestic building, a separate structure, the improved equipment is seen at its best. To enter this room is like going into a domestic laboratory with curious apparatus on every side. The housewife of the olden days would open her eyes in astonishment could she see this kitchen.

There are gas ranges and gas boilers, huge steam kettles for making soups and stews, big oven-like vegetable steamers in which vegetables can be placed so shut away that even the odors will not mingle, a heating table, a cereal cooker, a hot dryer and a moist dryer.

Combined with the isolation hospital, the buildings make a considerable group. There are three principal structures—the isolation hospital at the Belmont street end of the property, the tuberculosis hospital, which lies farthest from the street, towards the woods, and the domestic building, which is located midway between the two. The three are connected by the enclosed concrete corridor, through which an electric truck transports supplies.

In the domestic building, which is 90 by 40 feet, besides the big sanitary kitchen, which is 40 by 20 feet, there is a bakery and a meat room, two cold rooms, for meats and dairy products, a huge hot water generator, and any number of spacious store rooms.

Adjacent to the kitchen are three pleasant dining rooms for the hospital force, and near-by is the pantry and the chef's office. Upstairs is the maids' dormitory, the rooms neat, light and airy, with their trim white beds and furniture with smooth surfaces. One room has been set apart as a maids' sitting room.

The tuberculosis hospital building, which has a total length of 172 feet, contains, in addition to the men's ward and sun parlor on the first floor, and the women's ward and sun parlor on the second, a nurses' dressing room and more store rooms in the basement, as well as several small rooms on the ward floors where patients can be secluded when desired.

The utility room, diet kitchen and patients' dining room are all convenient to the wards. There is also a patients' locker room, and a good sized hall or chapel, with a platform, where social gatherings and entertainments can be held.

Across the corridor from this hall are the administration rooms, opening upon a vestibule which leads to a driveway coming up from Belmont street. The administration rooms include the office, matron's sitting room and chamber, reception room and nurses' sitting room and chamber. Connected with the wards are bathrooms which include showers and dental bowls.

Rooms for the nurses and others of the hospital force occupy the wings on the second floor which correspond to the administration rooms and chapel on the first floor. The rest of this floor is similar to the first floor, with the same accommodations for women patients as are provided for men patients on the floor below, including diet kitchen, utility room, patients' dining room and patients' private rooms. The wards are 50 by 24 feet, and each has 16 beds.

It is likely that in time the roof of the building will be made use of as an airing place for the patients. The roof is flat and well suited to the purpose, needing only a parapet to insure safety.

In the basement, the floors of the buildings are of concrete, painted over with a concrete paint, and the walls are of white enamel brick, except in the upper floors.

The entire group of buildings is connected by a house telephone system which works automatically, eliminating the need of a human operator.

At present the hospital has 55 beds. Its designers, however, looked ahead into the future by having the architects, Fuller & Delano, make provision for another wing to be built on the other side of the administration rooms, adding two more wards. This future wing when constructed will increase the hospital's capacity by 56 beds.

All piping, connections and corridors have been carried to the end of the present building, ready to be continued into the new section, when the latter is built. The land is ample to allow the construction of this future wing, while the city government has hopes of keeping free and clear the adjoining property so that the hospital will never be shut off from an abundance of light and air.

Under the present state law, all cities in Massachusetts are required to erect and maintain municipal tuberculosis hospitals, and towns are required to join forces in building such hospitals for their common use. But Worcester was a forerunner of this proposition. Its admirable example of a tuberculosis hospital was practically decided upon and the site fixed before the state passed its recent subsidy law to encourage communities to erect these institutions was passed. When this last law became effective, Worcester's tuberculosis hospital was already under way. But Worcester would have built this hospital whether such a law had been passed or not.

The completion of this great humanitarian institution for those afflicted with the dreaded white plague, marks the successful culmination of a movement begun under the administration of Ex-Mayor James Logan. He lent every particle of influence at his command to further the agitation. The Board of Health continued the good work which he started; and as it rightly belongs, this institution is to be opened as a division of this most important municipal department.

It is Worcester's boon to the tuberculosis sufferer. It is Worcester's achievement in municipal humanitarianism and will endure.

Vocational Guidance in Public School Work

An Outline of a New Plan to Be Tested by the School Department of Worcester for the Accommodation of Employer and Employee, and to Assist Graduates in Advancing from One Position to Another Better One

By Mr. Walter S. Young, Assistant Superintendent of Schools

THE Worcester School Department is at work upon a plan by which the pupils in our public schools, and those about to graduate, may be referred to manufacturers, merchants, and other employers of labor, to the accommodation of both employer and employee. There is at all times in the schools a large number of pupils who are under the necessity of regular employment outside school hours and on Saturdays, in order to earn a part, or the whole, of their school expenses. It is important that these young people find immediate work, for in failing to do so they must forego their hopes of further education, and every such failure makes smaller the opportunity of the public schools, reduces the chances of success of the young man or woman involved, and guarantees less satisfactory service to the employer. It will be the hope of the school department, through an agency not yet fully determined, to have on file lists of pupils who need work, as well as lists of places where work is required, and to bring the demand and the supply together.

Mr Walter S. Young

In this connection the work of vocational guidance should play its part. If it is possible to direct the boy or girl to work which will indicate in some measure his adaptability, and then to so direct the school work that this adaptability may become positive skill in a particular field, the pupil will be doubly benefited by an immediate financial assistance and an ultimate vocational advantage. The principals and teachers under whose direction the pupil has carried on his school work, should be able to give accurate and helpful estimates of his capacity, aptitude, and trustworthiness, which should be of much help to the employer. It is reasonable to assume that the employer who engages a boy for even a few hours in after-noon or Saturday work would prefer one whose taste and interest point toward his particular business, and that the schools, acting through an executive officer, will be able to indicate such pupils to the employer.

The work of school counsellors has been organized in other cities with excellent results. Edinburgh and Liverpool were the pioneers in this work, acting under an Act of Parliament in 1910. The next year the Board of Education of Liverpool took the initial step in the plan by requirig the teachers in the most advanced classes in the elementary schools to study the capabilities and aims of the pupils in their schools. To win the co-operation of the parents a letter was sent to the home of each pupil, a copy of which follows:

Draft of Letter from Head Teacher to Parents.

Dear Sir or Madam:

I am desired by the Education Committee to call your special attention to the steps they are taking to give advice and guidance regarding the occupations young people should take upon leaving school. It is becoming more and more a matter of serious concern that, through want of information or proper guidance, children on leaving school drift into employments affording no real preparation for earning a living in later life. At seventeen or eighteen such employments usually come to an end, and it is then too late to take up any skilled occupation.

Furthermore, due regard is not always paid to the capacities or inclinations of the children, with the result that a certain number take up work for which they are unsuited and which they dislike. The consequence can only be much waste to the community at large, and disappointments to employers, parents and children.

The committee are anxious to co-operate with parents in improving matters, they are making arrangements to the best of their power to collect useful information, and to afford, as far as possible, means for giving advice. In both of these I have been asked to assist, so far as my own school is concerned, and I very willingly undertake the task.

The committee also feels strongly the importance of Evening Continuation Schools, and wish to urge parents to allow their children to take full advantage of these, and thus make themselves more efficient and their services of greater value.

Your.....informs me that (s)he will soon be leaving school, and that (s)he wishes to obtain a situation. If you desire advice or help, will you kindly come to see me at this school on .....at.....o'clock, when her (his) class teacher and I will be glad to talk over with you your child's future. You may be sure that we will do all in our power to help you, and that our efforts will be supplemented by those of the Director of Education and his staff at the Education Office.

I am, yours faithfully,

.....Head Teacher.

The results of the conference between teacher and parent were made a matter of record for the use of the central employment office in its attempt to find satisfactory employment for the child. A writer sums up this work in Edinburgh and Liverpool in these words:

"As a result of the operation of this system during a portion of the first school year, the schools were enabled to distribute 2,104 students in 87 different occupations, and to apprentice 727 students to 13 different trades, and practically all of those who left the elementary schools were retained under supervision, resulting in a large increase in the attendance in the technical and industrial classes of the evening schools.

"As a result of a similar undertaking in Edinburgh, the employment office arranged during the second year for the employment of 5742 persons, of whom 2804 were apprenticed to different trades and 874 to office work of various kinds, and 3534 employers of the city co-operated with the Bureau in various ways.

"Through this comparatively simple and inexpensive extension of the educational machinery, provision was made for insuring a better vocational training in the industry itself, without adding to the economic burdens of the parents by keeping the worker in unproductive school work for a longer period."

In our own country, Buffalo has worked out a successful plan of vocational guidance. Careful records of pupils' adaptability were arranged, the co-operation of employers was solicited, and advertisements were inserted in newspapers for the benefit of those for whom no suitable employment was in sight. The result of this simple and inexpensive system was that by the end of July all available pupils were placed in reasonably satisfactory positions.

Another phase of this work which the School Department hopes to develop concerns itself with the graduates of our high schools. Worcester has long been proud of the fact that an unusually large number of our high school graduates continue their education in colleges, professional and normal schools. For these the city has abundantly provided in the three high schools whose programs give a college preparatory course.

By a recent change the English High, whose courses were formerly similar to those offered in the other high schools, has been converted into the High School of Commerce, whose course is both cultural and commercial in scope, and whose excuse for being is to prepare boys and girls for commercial life. That the school will fill a real need in Worcester is the belief of not only the School Department, but of business and professional men throughout the city. In September last a class of 850 entered the high schools. Of this number, 394 entered the High School of Commerce. In other words 46 per cent. chose the new school. This figure may be discounted somewhat by the registration in later classes, but if this is so, which may be said to be doubtful, the school will be amply justified. We feel certain, then, that in due time a large number of young people will graduate from this school each year, and will seek business positions in Worcester. The department feels that it will not do its full duty until it has made an effort to secure places which will most nearly supply the needs of employers and employees.

The department plans to have on file data about every graduate which will answer such questions as the following:

Has he been regular and punctual in school attendance?

Is he accurate and painstaking?

Has he had any business experience?

Has he persistency?

Has he originality?

Is he strong physically?

Is he self-reliant?

Is he honest?

What can you say of his personal appearance?

What kind of a position does he desire?

In your opinion, for what kind of work is he best fitted?

What has been his class room record?

On the other hand we hope to be able to give each graduate information regarding positions in offices and business houses with some detail about hours, salary, special requirements and probabilities of promotion.

After a graduate has been placed his work will be a matter of interest to the School Department in order that a follow-up system may be evolved. We hope to be able to assist the graduates of the schools not only immediately after graduation, but in advancement from one position to a better one until they are located with reasonable permanency.

The following is taken from a Government bulletin:

"The following plan of securing employment for the graduates of the commercial department of the high school at Boise, Idaho, is a concrete instance of the value of calling the business man's attention to the work of the public schools.

"At the close of the school year of 1912-13 a general letter was written by the head of the commercial department of the schools of Boise to 400 employers of office help in the city and vicinity. The letter was substantially as follows:

" 'We respectfully call your attention to the fact that we are giving many young people of this city and surrounding country a thorough preparation for office work, and that you are helping to pay for it. Not only are we giving them special preparation, but a general education as well.

" 'Those whose names appear on the enclosed list will graduate this year and will want to work. Look over the list. Perhaps you know some whose names appear there.

" 'If you are in need of a bookkeeper, stenographer or other office help, ask us to send one or more of these people for a trial *now*. They will be glad to show you, free of charge, what they can do.

" 'If you are not now in need of help, kindly file the list for future reference, and remember that we can, at almost any time of the year, put you in touch with the kind of office help you want. This is a public school and its service is free.'

"Many replies to this letter were at once received, and inquiries for individuals whose names appeared on the list were received as late as six months afterward. Every member of the class was employed within a few weeks; many of them took positions immediately as a result of the general letter.

"The director of the commercial department also makes personal solicitation of employers, and within the past three years 185 young men and women have been placed in positions wholly or in part by reason of the publicity given the department. Forty-two of these se-

cured positions by means of the general letter, and it has been of much benefit to others.

"The graduates of the commercial department are also actively engaged in calling it to the attention of the business men. Some publicity for the work of the department has been gained by having the special features written up as news items for the daily press, also by exhibits in the school room, which have included not only still work but actual demonstrations of skill and accuracy in many subjects, especially shorthand and typewriting."

Much of the success of this plan for Worcester will depend on the co-operation of the business men. We earnestly urge the support of all employers and manufacturers to the end that the Worcester schools may better serve the business interests of the city.

Henry F. Harris

OF all the achievements of Henry F. Harris—and they were many—the greatest of all was his ability to make friends and keep them. He possessed a most wonderful personality; he drew men to him as a magnet attracts steel; ever after they loved him.

Many men have been so gifted, yet few have had the strength to refrain from turning this advantage to selfish ends. Mr. Harris can be numbered among those few. He regarded a friendship as a sacred trust; as such he never betrayed one.

His presence is sadly missed wherever business and professional men gather in Worcester. Even at this writing, nearly a month after his demise, it is almost impossible to believe that his pleasant smile and kindly eye will not greet us again.

The Harris family played a wonderfully important part in the provincial days of early Worcester county. Ancestors of this recently departed citizen of Worcester were among those pioneers who brought civilization to supplant the red-man in the fertile valleys enbosomed by the Heart of the Commonwealth.

Henry F. Harris was a worthy descendent of such progenitors. He inherited all their virtues and left the family name to posterity even more honored than he found it.

Industry was a characteristic of the early settler and it was reflected in his career. It has been said that he was one of the busiest men in Worcester. A review of his life indicates the truth of the encomium.

Born in Harrisville, a locality in the neighboring community of West Boylston, he never really separated himself from his home town. He was one of the geniuses that developed the West Boylston Manufacturing Co., an institution which not only operated mills but farm lands as well, and whose history in community development has few peers in New England. Greater plans for the development of its town and adjacent lands were halted only when the Commonwealth stepped in and wiped out the greater part of its property to provide the immense Metropolitan Water Basin, that huge reservoir which helps to slake the thirst of Greater Boston. Damages to offset the loss sustained were paid this corporation; but among many, especially those who knew Henry F. Harris, this cruel necessity appeared to be a calamity. He would have preferred to see the greater business and community plans of his corporation worked out, but he bowed gracefully to the march of progress and the course of events.

The work of Mr. Harris in this company was a labor which would do credit to any man; but at that it played only a small part in an industrious life. For more than 40 years he was a practising lawyer in this city, with a clientage that could supply an independent income alone. He specialized in Probate matters and was a recognized authority on this exacting and responsible division of our judicial system.

Mr. Henry F. Harris

Though forever active in affairs of city and state and a man whose judgment never led a man or party wrong, Mr. Harris' only political office was as a member of the school committee in his native town many years ago.

Yet there is scarcely a political gift within the power of people or state that he could not have had, if he so desired.

The public eye held no attraction to Mr. Harris; but he would labor night and day to assure the elevation of men of his political beliefs and then take his glory in the satisfaction of knowing that principles which he believed in were to be upheld.

His business as well as legal judgment, was early realized in the Heart of the Commonwealth. Various banks and insurance companies elected him to their directorate; and, once there, kept him until Grim Death, and he alone, snatched him away.

Yet with all these activities apparently crowded into a single life, Mr. Harris was not shackled to a business office day and night. He found time—somehow—to get his full share of the joys of living. His family knew him as a father, not as slave to industry; his interest in the church was only second to that of his home. For relaxation and recuperation, travel, with Mrs. Harris,

was his ideal enjoyment. Europe was as familiar to him as the streets of Worcester to the average citizen.

There are but few men of Worcester with as exemplary. He left behind an example and a personality that will in the Universalist church, in the Chamber of Commerce, in the temperance cause, in banking circles and at the bar, prove increasingly admirable as his achievements are more closely studied, understood and acknowledged. Of him it can be said, as of few men, that he has truly gained immortality, because to live in the lives of those we love is not to die.

Ransom F. Taylor

ASIDE from the serious loss which the business interests of Worcester sustains in the death of Ransom F. Taylor, there is a greater loss to the city itself; for with him went a source of counsel and advice concerning real estate, its development and its valuation, which cannot be fully replaced for years to come, if at all.

MR RANSOM F. TAYLOR

This developer of Worcester—for such he was in the fullest sense of the word—*knew* real estate. From the cradle through every day of the 61 years of his useful life he was constantly within its atmosphere. As a boy he was unconsciously a student of the methods and work of his father, Ransom C. Taylor, the founder of the great Taylor Estate of Worcester. Before the average boy discards his playthings, Ransom F. Taylor had a working knowledge of valuation, taxation, bonds and mortgages that would do credit to the average business man of 30. Thus when he completed his school and college education he was fully competent to become the right hand assistant of a parent who required for the complete realization of his work, a man just as gifted and just as endowed with brains and energy as himself. Ransom C. Taylor brought up his sons to some day lift the load from his own shoulders. He could judge men as well as real estate and they have proven to be his best prophecy. Not only was Ransom F. Taylor one of the directing geniuses in the management of the Taylor Estate, with its holdings of over $2,500,000 worth of real estate, but at his death, he possessed apart from this, an estate in his own name with an assessed value well above $900,000.

The elder Taylor—more fortunate than the average parent—lived to see his sons become successful and of real worth to the community by their own initiative—the pinnacle of achievement of every parent, rich or poor; a supreme satisfaction of knowing that his stock did not rely upon family prestige or family wealth to support a career.

The specialist—that individual who concentrates his talent upon one particular thing and professes to only know that one thing in its every phase and that alone—is the person who is reaping the harvest today. Ransom F. Taylor became a specialist 40 years ago. His specialty was real estate; to it he dedicated his life; by it he demonstrated the value of specialization in such an emphatic manner that it should, for this age at least, be kept alive as an inspiration to the business men of 1915 and as an object lesson to the youth of today—the business man of tomorrow.

Other men have been great developers and have amassed great fortunes but in so doing grew apart from the world of love and religion; utter strangers to anything that did not cast the dollar mark as its shadow.

Ransom F. Taylor was a great developer and amassed a great fortune, but he remained human. He knew and loved the city of his birth and labored with heart and soul in every project for its future greatness, consistent with his idea of conservative development.

Thus Worcester's loss goes beyond that of a great business man—it removes a personality that was part and parcel in the group of real citizens who temper progressive ideals with just enough old-fashioned conservatism to produce a proposition of the right consistency to be safe and practical. The solid, rugged growth of the Heart of the Commonwealth from a country village to a municipality of 170,000 souls, is due to this policy. May the spirit of Ransom F. Taylor be with us forever.

What Have You to Offer?

Members of this Chamber who subscribed funds to the Bureau of Employment and Relief have been friends indeed to the mechanics of this city, who are out of work through no fault of their own— that class who would starve in silence rather than become pauperized. To convince these workmen that the Chamber of Commerce was extending a helping hand to assist them through this period of unusual stress and still not have this assistance considered in any sense as charity was a delicate and exacting task, but it has been accomplished. Now they are coming to the Bureau continuously. More money, more jobs—if such exist—can be used immediately. Which have you to offer?

EDITORIAL REFLECTIONS

Torts and Distorts—The Mirror of the Past

Old stories, ancient history, recapitulations, self-glorifications, taking account of stock, obituaries, are proverbial dull reading. Modern men are keen on the future. The next presidential election has already been discounted and the dull, drab routine of this work-a-day world is daily dashed with the most intoxicating doses of fictitious, Arabian-night and invisible prosperity—just ahead. There are always plenty of pigeons "over yonder" and every city, shrewdly surveying its own bread line, sighs longingly for Detroit's $5 a day automobile workman. As for Detroit herself, with the Poles using their henecoops for maternity wards, it seems that Heaven has not yet been let down to earth even there. Worcester contains no more chronic grouches than any other city. Her idle thousands awake each morning to chase the gaunt, gray wolf of famine away from their doors as joyously as do their brothers in Belgium or New York. Sin, the devil and our various political parties still have their accustomed number of misguided worshippers.

In the midst of this Saturnalia of Billy Sunday, six-day talking matches in the United States Senate and the Lake Quinsigamond Bridge bill, a conservative is as hard to find in Massachusetts as he is in the more "enlightened" states in the Union.

Still, in spite of wars and rumors of wars, seed time and harvest doth not fail and this old earth goes on winging its way sonorously through space, making hearts and breaking them, while *Puck* fairly shrieks with laughter as he observes "What fools these mortals be."

To those who love to know what their hired servants have done to earn their keep, even if they have no profounder interest in the tale, we commend the kinetoscope of the Chamber's activities for 1914, found elsewhere in this issue.

The President's report will be found particularly illuminating.

What his modesty forbore to utter may well be set forth here from another pen and without his ken. Worcester and her institutions, her business men and her community life owe him two notes of grateful obligation that it little recks and will never pay. One is the fact that he re-established in this great manufacturing, but formerly agricultural community, while it was standing in the very shadow of business death, a new faith in the future of the oldest of our arts, the art of husbandry, and the other is that his hard-headed, iron-willed New England horse sense prevented this organization from being swept from its moorings at a time when chronic hysteria was the disease afflicting 90 per cent. of America's business bodies.

It is not strange that Mr. Ellsworth should be honored with a reelection as president of this Chamber. Unless the times grow still farther askew there will be need of his sanity. If the Republic as a whole becomes violently insane, however, during the next twelve months and the ancient landmarks are all destroyed, there will be no further need of either Mr. Ellsworth's intelligence or the Chamber's conservatism, because Utopia will have set in and the skies will daily rain lark pies and $5 gold pieces, in which event we can dispense with our Bureau of Employment and Relief, busy just now paying out $200 a week to starving workmen, idle through no fault of their own, and suffering from a severe overdose of the present "good times."

Wake Up, Uncle Sam!

The Worcester Chamber of Commerce is profoundly interested in the subject of Foreign Trade. Its members are, many of them, manufacturers and those of us that are not manufacturers are dependent on the manufacturers, either for our prosperity or our livelihood.

With the receipts from the tonnage paid to the three great railroad corporations in this city falling to 60 per cent. of the amount forthcoming in normal times, it is evident that willy-nilly the fabricators of material in this city must study the foreign field if they would live. The domestic market has been ruined for us by the fool antics of the solid ivory reformers now so prominent in public life or, worse still, by the sectional opposition of congressmen who do not know the difference between a machine tool and the multiplication table.

Where then shall we turn to replenish our impoverished treasuries, save to other nations that still have wants and money with which to meet them?

To any Doubting Thomas who halts between two decisions, afraid of the gold-dust-twin bogey-men, customs and credits, let us contribute this one suggestion: The clamor that is being made against your entering South America and China and Russia and South Africa and Australia "until after the war is over," is the most skillfully press agented yap that was ever fed out to an indulgent and credulous populace. The great commercial houses of Europe maintaining branches of the most elaborate sort in this country, are fairly paralyzed with horror over the thought that the American business man will come out of his morphine trance long enough to go after what is as legitimately his as it is legitimately theirs, while there is a chance to capture it.

Every scarecrow that has ever done faithful duty from the time that the intrepid sailors of Gaul set sail with their hearts in their mouths for those dreadful tropics where dwelt the men who wore their heads beneath their shoulders, to the diplomatic proceedings against the Dacia, have been invoked to scare our merchants and our merchantmen off the seas and into their holes.

In 1812, with a beggarly array of states, a few sailors and wooden ships, we went to war with Great Britain and compelled her to allow our commerce to pass and repass on every water under Heaven. Today we are told and some believe that if our commercial interests venture beyond the three-mile limit, confiscation of ship and cargo is the very lightest punishment that will be meted out to us.

It forces the land to hastening ills a prey.
Where wealth accumulates and men decay.

Almost any destiny might be desired by a nation, even one of infamy. It can hardly be believed, however, that red blooded men, albeit they are engaged in trade and not in war, could relish the national epithet—"pusillanimous."

Especially does this word swallow hard in New England, where American commerce had its start, and where East India merchants, New Bedford whalers, Essex shipbuilders, Cape Cod and Gloucester fishermen comprised the hardest hitting, shrewdest trading and soundest thinking two-legged men that this world has ever seen.

There is not a market known to man, whether on the seven seas or on the solid land, that a Yankee cannot trade in and trade successfully once he makes up his mind to cultivate it. It is high time then that the American business man put away childish things, bogeys, scarecrows and such and decided to rival hereafter the British, the German, the Jap or any other trader.

A hungry world awaits American enterprise, invention and fair play at this moment. We make better goods than any other people on earth and we conceal the fact from everybody but those that already know too much about it.

Wake up, Uncle Sam! Wake up! The minute hand of destiny on the clock of time points to the moment of achievement.

Facts vs. Generalities

Since coming back home to New England to eclipse the wonderful record which he set up in the Golden West, Howard Elliott, the president of the New York, New Haven & Hartford Railroad, has been accredited with saying more in less words than any other railroad official ever located in this thickly populated and extremely important railroad center.

When he arrived he found the public in general bent on wrecking the remains of the very foundations of New England's industrial eminence—her transportation lines. They flaunted the maladministration of previous officials in his face and virtually defied him to prevent absolute dissolution.

It was a condition of affairs which would have been adjudged hopeless chaos by ninety-nine of every hundred men. But Howard Elliott came here as hundredth man. He had a reputation to sustain and man fashion he faced the crowds to redeem the corporation which had been placed in his charge and bring it back in favor in New England.

Glittering generalities had no place in Howard Elliott's program. He began by dealing in cold, hard facts and by this cold-hard-fact policy he has won an appreciable percentage of former New England railroad antagonists to his camp. We believe that he will continue to win the confidence of New England, for she knows now as she never knew before that her industries need the railroads just as much as the railroads need her industries, if both are to survive. One is absolutely dependent upon the other.

There are enough indications just now to feel reasonably sure that the day of "dog eat dog" is over; still Howard Elliott continues the cold-hard-fact program with which he began his administration. His latest contribution appeared early this month. It ought to be interesting reading for that group of cynics who persist in believing, and try to make their fellow men believe, that the railroads are run solely for the enrichment of Wall street. He calls it "The Railroad Industry—What It Means to this Country." That's the whole introduction—the remainder, by the appearance of Mr. Elliott's own signature, is attested to as facts:—

"1,848,883 employees to whom it pays $1,390,025,286 in wages. Forty-four cents of every dollar spent by the railroads is paid to labor.

"9,244,015 persons dependent upon it for a living, if families of employees be counted.

"1,000,000 workers in plants furnishing railroad material and supplies; 5,000,000 counting their families. About 25 cents of each dollar received are paid out for materials and supplies, the bulk of which goes into the pay envelopes of those who produce them.

"1,500,000 holders of stocks and bonds, owners of this industry, representing at least 6,000,000 persons in the United States, whom it thus helps to support. Railway bonds constitute 49 per cent. of all bonds held by savings banks.

"20,000,000 persons, over one-fifth of the population, are directly or indirectly interested in the financial results of this industry.

"$2,164,851,210 paid out by this industry in 1913 for expenses of all kinds, equivalent to $23.53 for every man, woman and child in the United States. Railroad income flows back to the people.

"$121,191,880 paid in taxes in 1913 for the support of national, state and local government, equivalent to $1.43 for every inhabitant of the United States. The railroads are the country's largest taxpayers.

"Result of railroad operations for the fiscal year ending June 30, 1914, compared with the previous fiscal year, showed:

Gross earnings	Decreased	$ 44,000,000
Expenses and taxes	Increased	$ 76,000,000
Net operating income	Decreased	$120,000,000
Taxes alone	Increased	$ 12,610,402

"Average dividend paid in 1913—4.28 per cent. Of total capital stock, one-third paid no dividend and 10 per cent. of total funded debt paid no interest.

"The American railroads perform a greater service per mile of line at a cheaper rate and pay higher wages than any other railroads in the world.

"The conservation of this industry is vital to this country."

WORCESTER A QUARTER CENTURY AGO

February, 1890

The Garbage Disposal Problem

Of various municipal questions which can lay claim to long livety without any considerable change in operation apparent, that of the scavenger department is undoubtedly dean of them all.

Within the past two or three years more than one discussion has arisen in city hall in favor of discontinuing the present system of collecting offal and maintaining the Home Farm piggery; and installing an incinerating plant to burn all kinds of garbage.

Twenty-five years ago the Board of Health, which had charge of the scavenger department in those days, held the same opinion, unanimously condemning the system. It is interesting to note what the Board said about this department in its annual report filed in February, 1890, for upon it practically every Twentieth Century argument against the system has been based:

"The Board calls attention to the present unsanitary method of collecting garbage * * * The Board inclines to the opinion that the cremation system is best for this city. It is certainly superior to the one in use here now. Public opinion will ere long demand a change in the existing method. It is expensive to haul swill five or six miles to the city farm. As the population increases so will the amount of offal increase and more pigs must be kept, thereby increasing the offensiveness of the piggery. * * * We reiterate that the present system is unsanitary and expensive and that the nuisance and expense will increase as the city spreads out and the population increases."

The Organization of the Associated Charities

The Associated Charities, which is today the great central clearing house of all relief and other charitable work of Worcester, organized on February 4, 1890 at a meeting in City Hall.

Such men as Stephen Salisbury, Phillip L. Moen, Edward L. Davis, Henry A. Marsh, and other leading citizens of Worcester, now dead, were on the first board of directors, and their places are filled today by worthy successors. Among the members of the original board of directors are the following citizens still active in Worcester: Francis H. Dewey, Matthew J. Whittall, George C. Whitney and Dr. Charles L. Nichols, president of the association today.

The Lake Boulevard

The City Government took an active interest this month in the movement to have Lake Avenue extended from Causeway, northerly along the West shore of Lake Quinsigamond. Members of City Council went over a part of the proposed route early in February, 1890, and viewed the various cuts and fill-ins which would be necessary to make a level roadway. The original plan presented at that time called for a roadway 100 feet wide, 50 feet to be worked at the beginning. The cost of such a highway, extended one mile from the Causeway was estimated at $28,000.

Railway Travelling

In looking over some ancient railroad history the other day we ran across an item which, it seems to us, will greatly interest the travelling public of the present day, particularly as it is in such strong contrast to the travelling facilities which are now so universal.

(1) Any person desiring to travel from Liverpool to Manchester, or vice versa, or any portion of the journey thereof, must, 24 hours beforehand, make application to the station agent at the place of departure, giving his name, address, place of birth, age, occupation and reason for desiring to travel.

(2) The station agent, upon assuring himself that the applicant desires to travel for a just and lawful cause, shall thereupon issue a ticket to the applicant, who shall travel by the train named thereon.

(3) Trains will start at their point of departure as near schedule times as possible, but the company do not guarantee when they will reach their destination.

(4) Trains not reaching their destination before dark will put up at one of the several stopping places along the route for the night, and passengers must pay, and provide for, their own lodging during the night.

(5) Luggage will be carried on the roof of the carriages. If such luggage gets wet, the company will not be responsible for any loss attaching thereto.

Hon. Charles E. Whitin

Hon. Charles E. Whitin, president of the Whitin Mfg. Co. of Northbridge, and one of the most successful manufacturers in Worcester County died suddenly on February 9, 1890.

As president of this company, Mr. Whitin was the head of the largest textile corporation in Central Massachusetts. He was also prominent in the directorate of various railroads, banks and insurance companies.

Worcester Academy Dedication

Worcester Academy formally dedicated its new school edifice on February 17, 1890, the addition being the most pretentious since the opening of the institution. Included in the new building was the new school chapel.

The old class buildings which this new and modern structure replaced were retained and rearranged for dormitory purposes only.

The dedicatory exercises were arranged as part of the program of the annual meeting. Among the speakers were Principal D. W. Debercrombie, still active head of the institution; President E. B. Andrews of Brown, and President A. W. Small of Colby.

New Sewage Works Appropriation

The agitation for an enlarged sewage disposal works, which had been closely contested by the Democratic minority of City Council was fairly started on its way to completion by the City Government this month, when the City Treasurer was authorized to borrow $75,000 for the work.

Worcester Chamber of Commerce
Worcester, Massachusetts, U.S.A.

"IN THE HEART OF THE COMMONWEALTH"

Officers

President, J. Lewis Ellsworth
Vice President, Chandler Bullock
General Secretary, Herbert N. Davison
Treasurer, H. Ward Bates
Auditor, Frank B. Messinger
Clerk, Dana M. Dustan

Directors

Walter H. Allen
Curtis R. Blanchard
John E. Bradley
Chandler Bullock
Moses Gross
J. Harvey Curtis
C. Herbert DeFosse
Edward F. Fletcher
J. Lewis Ellsworth
Richard J. Healey
Albert H. Inman
Wallace T. Morley
Charles H. Norton
Robert W. Rollins
Walter D. Ross
William H. Sawyer
Mark N. Skerrett
Albert A. Spaulding
George W. Ward
William J. Woods

Executive Committee

Walter H. Allen, *Chairman Traffic Bureau*
John E. Bradley, *Chairman Industrial Bureau*
Albert H. Inman, *Chairman Mercantile Bureau*
William H. Sawyer, *Chairman Bureau of Civic Affairs*
J. Lewis Ellsworth, *Ex-officio*
Chandler Bullock, *Ex-officio*
Herbert N. Davison, *Ex-officio*

First Assistant Secretary and Associate Editor Worcester Magazine
William J. Conlon

Advertising Manager Worcester Magazine and Assistant Secretary
Herbert L. Fiske

Worcester Magazine Committee
Robert W. Rollins, *Chairman*

D. W. Abercrombie
George F. Booth
Thomas T. Booth
Frederick Bryant
Irving E. Comins
Fergus A. Easton
Frank S. Fay
Edward F. Fletcher
James N. Heald
Clarence W. Hobbs
Herbert A. Maynard
Charles H. Norton
George T. Richardson

The Traffic Bureau

Traffic Manager
Joseph H. Lane

Rate Clerk
Henry A. Rousseau

The Bureau of Mercantile Affairs
Edward B. Clapp, *Secretary of Bureau*

Current Events

General

January 1. New catalogue of Worcester Polytechnic Institute shows 541 students enrolled and 1,741 graduates in occupations throughout the world.

4. Interdenominational Ministers' Association adopt resolution recommending that efforts be made to have the famous Billy Sunday conduct a religious campaign in Worcester in 1918, the earliest open date of the Evangelist. Unitarian ministers meet and unanimously oppose such a campaign.

7. Annual convention of Massachusetts Association of Sealers of Weights and Measures opens in Mechanics' hall.

10. Hope Congregational church rededicated in presence of large throng of parishioners and friends.

12. Annual convention of Massachusetts Fruit Grower's Association opens in Horticultural Hall.

20. Rev. Dr. Robert MacDonald, pastor of Washington Avenue Baptist Church, Brooklyn, given unanimous call to pastorate of Plymouth church.

21. Woman's auxiliary to Masonic Home and Temple Committee formally present the new Temple organ to the Association.

Worcester Lodge of Elks have great festival attending the burning of the mortgage, the last debt on its Elm street quarters.

28. Chief Justice Arthur P. Rugg of this city, elected president of Amherst Alumni Association.

City Affairs

January 2. New outfall sewer in course of construction three years, cut into service at Cambridge street station.

3. Alderman-at-large Pehr G. Holmes, the choice of Republicans at Sunday caucus to succeed Alderman Arthur T. Squires.

4. Mayor George M. Wright inaugurated for third term before 1,000 people in Mechanics Hall, and delivers shortest inaugural address in the history of city.

Both branches of City Council and various Boards and Commissions organize for the year.

City Solicitor Ernest H. Vaughan reelected after close caucus fight for nomination with his assistant, Clifford S. Anderson.

12. Free Public Library trustees organize for year, with Hon. Philip J. O'Connell as president.

Republican City Committee gives complimentary banquet to Mayor George M. Wright to celebrate his reelection by largest plurality ever given a candidate for Mayor.

14. City Solicitor Ernest H. Vaughan appoints Atty. John W. Mawhey, assistant city solicitor.

Annual meeting of Worcester Chamber of Commerce brings out large attendance of business men.

15. Edward B. Miles, deputy collector of taxes for 15 years, notifies City Treasurer Smith of a desire to retire this month.

18. Worcester Consolidated Street Railway Co. offer to pay $50,000 of cost of new Quinsigamond bridge.

Dr. Hugo O. Peterson named as City Physician by Mayor Wright, appointment going to Aldermen for confirmation.

25. Henry L. Proulx reelected chairman of Republican City Committee.

Industrial

January 1. Robert P. Morgan buys the Allen Apartments, 24-26 Orcad street from B. L. Handleman. The property carries an assessed value of $37,400.

5. Annual Sales Conference of Norton Company and Norton Grinding Co. opens at Grendale plant.

5. United Cigar Stores Co. takes over the cigar department of Green the Druggist, Main and Pleasant streets.

8. Henry W. Sweetser, secretary of the Builders' Exchange for 15 years, tenders his resignation.

20. Mr. Barnard Press buys William H. Bliss heirs' property rear Lincoln Square, deal involving $100,000.

Louis K. Liggett, speaker at joint luncheon of Chamber of Commerce and Publicity Association.

21. Worcester Electric Light Co. announces further reduction in residential lighting rates; this time from 10 to 9 cents per kilowatt-hour.

22. Barnard, Sumner & Putnam Co. leases additional floor space adjoining present quarters.

Forty Worcester County French speaking citizens file petition for incorporation of new bank to be known as The Central Massachusetts Savings Bank.

27. Louis N. Porter, manager of Bureau of Public Relations of American Express Co., speaker at Chamber of Commerce luncheon.

29. Twenty-sixth annual convention of Massachusetts Co-operative Bank League opens at the Bancroft with delegates present from all parts of the Commonwealth.

30. Sanford-Riley Stoker Co. awarded contract for installation of mechanical stokers in new M. I. T. buildings in Boston.

Necrology

January 6. Of old age, at his summer home in Holden, Edward Kendall, one time prohibitionist candidate for Governor of Massachusetts, aged 93 years, 1 month and 3 days.

12. Of chronic bronchitis, at his home, 11 Richmond avenue, Daniel Parlin, official in various Worcester cooperative banks and prominent real estate dealer, aged 83 years, 1 month and 6 days.

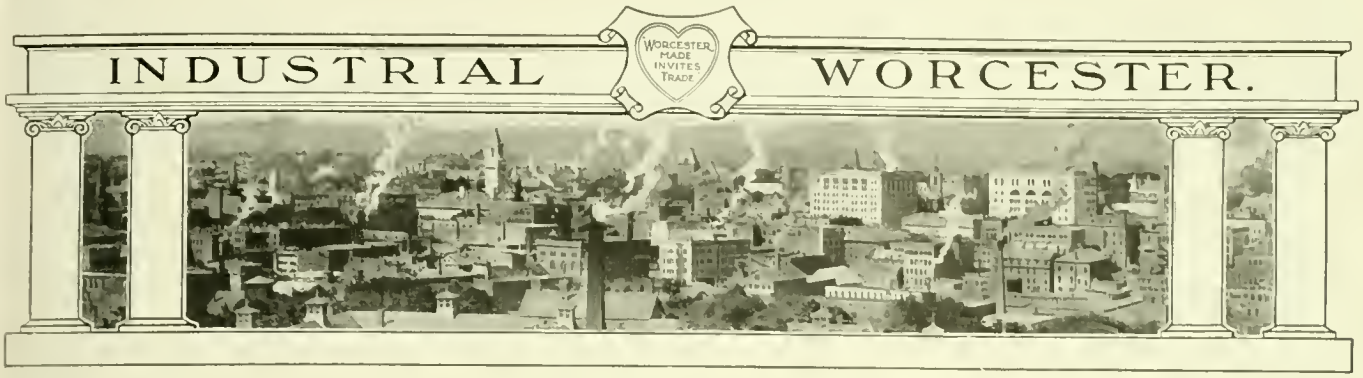
14. Of uremic poisoning, at his home, 67 Lincoln street, Henry F. Harris, widely known Worcester attorney, aged 65 years, 4 months and 25 days.

15. Of fractured skull, at new Y. M. C. A. gymnasium building, C. M. Dissoway, supervising architect, aged 50 years.

Of pneumonia, at his home, 19 Irving street, Oscar F. Rawson, veteran wholesale and retail cigar dealer, aged 75 years and 10 days.

27. Of anemia, at his home, 6 Oak street, Ransom Frederick Taylor, prominent real estate developer and financier, aged 61 years and 7 days.

29. At his home, 71 Portland street, Maurice W. Shannon, active in real estate field.



The New Worcester Market

Evolution is the life story of many a big enterprise. Nowhere is this more true than in the business world. Some flourishing commercial houses have been built up in Worcester, growing with the city, developing as the city developed. A few months ago one of the best known of these concerns, the Worcester Market, familiar to local housewives for nearly a generation, opened, at the corner of Main and Madison streets, its palatial new structure, the summit of its own particular evolution and incidentally the high tide of modern marketing.

For twenty years the Worcester Market was located in the building directly adjoining this new and enormous home. The floor space available on the ground floor of the old building was many times greater than needed when the business was begun. But with the development of the city, so this Market developed, until three times it took on additional space, the last expansion utilizing every square foot of available space. The old quarters were considered among the largest of any retail market in the country. Over 17,000 customers were handled in the store alone on an average Saturday in addition to the thousands of orders delivered by team to all parts of the city; and as many as 2,200 customers were in the store at one time.

Still, more room was imperative; and the only way to secure that room was to build a market adapted to the far reaching and varied trade such as patronize this great Worcester institution. Fortunately the company was able to buy the great corner lot adjoining the old quarters, and once title was secured no expense was spared to design and construct a building which would, as far as retail establishments go, give Worcester the largest and best arranged store, that money could erect.

The building was completed and opened late in the fall, the removal from the old to new quarters being one of the best demonstrations of efficiency ever given in Worcester. The old store closed at noon and the following morning everything was ready and open for business in the new quarters.

This enormous new establishement can accommodate 1,500 customers at one time without noticable crowding, and several times since the opening it has been taxed almost to its capacity, for the concern is doing more business than ever before.

The New Worcester Market Building—Main and Madison Streets

So far as is known today the new Worcester Market is the largest establishment of its kind under one roof in the world. In the main store alone the floor area exceeds 25,000 square feet. Nearly twice this amount of space is used for storage and by departments where meat and groceries are prepared for the trade.

The building is as near fire proof as human genius can devise. It is built of cement reinforced by steel, and is two stories high. It has a frontage of 108 feet on Main street and runs back on Madison street to a depth of 227 feet. The front elevation, one of the most attractive of all Worcester's business blocks, is symbolic of the trade it houses.

The interior arrangement of the new store is ideal from a shopper's standpoint. Great broad aisles 10 and 12 feet wide criss cross the store, each lined with glass covered counters,

whose total length exceed 1,400 feet and which enable the goods to be displayed to the best advantage and yet be protected from human hands.

A special flooring of a cork-like substance to prevent slipping covers every aisle. This is laid over a considerable depth of prepared sawdust on concrete, which responds with a slight, but not noticeable spring beneath every tread of the foot.

The attention and expense given this one feature alone has already demonstrated its worth. Slips and falls on the wooden floor of the old market, accompanied by injury in some instance with the inevitable damage suit, were of daily occurrence. In the three months the new market has been open not one single slip or fall on part of a customer has been reported.

The lighting arrangement of the new market is remarkable. The indirect system has been adopted, comprising 45 great ground glass globes, each of which hold 500 watt lamps that cast an evenly distributed radiance over the entire interior.

The various departments include groceries, meat, fish, vegetables, fruit, butter, lard, cheese, bakery products, delicatessen, candy and kitchen ware. Each of these are proportionately as large as the great market itself compares with the average store. The butter, cheese and lard counter alone is 54 feet long, and the chests and fixtures are the largest ever installed in a retail store. They are arranged in such order as to make the tour of the shopper as easy and pleasant as possible.

For the convenience of the public there are telephones and rest corners in the main store, close by the big main doorways, which occupy a space of 32 feet on Main street. There is also 10 feet of doorway on Madison street.

These are things that the public sees when it goes in to buy. What it does not see is the ingenious system that operates from behind the scenes to keep the long lines of counters supplied with stock and to handle smoothly and swiftly the enormous volume of delivery business.

Although few of the traders at the Worcester Market know it, the big store is sandwiched in, as it were, between two huge stock rooms, one in the basement and the other on the second floor. One is above and the other below. These feed into the store from vast supplies of goods the articles that are wanted as fast as they are called for.

Each stock room is either beneath or above the counter handling the particular line of goods which it contains. Each stock room and each counter is connected by a good sized elevator. By this simple method the counters are kept replenished without delay or inconvenience. Customers never have to watch out for heavily laden trucks hurrying in with fresh supplies.

Without confusion or undue excitement, the limitless array of staple foods and table delicacies, necessities and luxuries, are brought from its many hiding places by unseen hands to be

The Interior of the New Market from the Main Entrance—The Largest

inged before the shoppers all ready to be sold. It is little less han a business fairyland.

Several departments which the public sees nothing of handle he delivery orders of "travelers." These are orders comprisng lists of articles purchased by customers and paid for in he store, with the request that they be delivered at the house, nd this in itself is a business greater than that of a majority f groceries and markets.

When an article to be delivered has been wrapped up it is laced on a carrier belt and taken from the store to the checkng room. Accompanying it is a slip bearing the number of ustomer's order. In the checking room are hundreds of deivery boxes numbered from 1 to 440 and arranged for the sake f convenience, with all numbers which end in the same figure ogether in the same group. The customer's order is placed in he box whose number corresponds to the number on the slip.

After being thus assembled and checked, the orders are sent o the shipping department with its 110 workers, and there hey are placed on the wagons and delivered. For orders on which there is collecting to do, the drivers receive duplicate lists bearing the names, addresses and amounts to be collected. When they return, they turn over their money to the head cashier in the cash department, and have their delivery lists tallied and checked. Goods which they bring back owing to errors or for any other reason, they take to the credit department where they are given credit for them.

The stock rooms have every known facility for storing goods perishable and non-perishable. The meats, butter and cheese are kept in cold storage rooms. Corn beef is stored in large cold storage cement tanks. In the summer time, goods awaiting delivery are placed in a large cold chest opening off the shipping department.

The market has its own kitchen where its delicatessen goods are cooked, and its own bakery, with 20 bakers and six ovens. It has a carpenter shop, an electrical department, in which three electrical plants supply power for the various machines, and a pumping system which pumps the water used in the cold storage rooms from a well at a possible capacity of 40 gallons a minute. On the roof is a huge ventilator fan that keeps the air pure all over the building.

Most unique of the stock room devices is a huge coffee roaster that will roast a 200-pound bag of coffee in 20 minutes. The coffee is conducted into a large hopper and from there taken into the roaster. After it has been roasted it is cooled by a blast of air, and then drawn through a suction tube to separate it from foreign matter.

Carrier belts are utilized in common with an elevator system wherever these useful devices can be made to save time and steps. Empty delivery baskets are carried to the stacking shelves on carriers. Bundles for the delivery wagons are

Retail Meat, Grocery and Provision Establishment in the Country

hustled away on carriers and articles are taken from the selling counters to the wrapping counters by the same means. In the latter case the carrier belt runs unseen beneath the counter. The elevator system works in conjunction with a house telephone system.

The order department is a sizable plant in itself. A private switchboard with twenty lines and three operators handle the thousands of telephone calls for goods. Thirty men do nothing every day but handle these orders alone.

The market has customers in every section of Worcester. The various districts are covered four days a week by 35 delivery wagons; on Friday and Saturday between 50 and 60 teams are necessary to deliver purchases.

In the conduct of its huge business the store also employs ten meat cutters to supply meat for the counter trade alone, four coffee grinders, each able to grind twelve pounds of coffee in 55 seconds, and one of the longest butter chests ever constructed.

The General Office

The Mammoth Butter Counter

View of the Store Looking Toward Main Entrance

The Shipping Room

For some of its storage and stock room the market still uses a section of the old building 140 by 40 feet. The receiving department, where incoming goods are received, is in the old building.

As manager of the market, H. F. Charron looks after the interests of the proprietors, aided by several assistants. He has been with the concern ever since it was established. His office and the quarters of the office force are on the second floor where the main office takes a space 90 by 30 feet, alone.

The arrangement of the various offices and other departments on the second floor is just as scientific and efficient as the arrangement of the great market itself on the street floor.

The offices are reached by a separate entrance from Main street which leads to a corridor on the second floor, extending the entire Main street and Madison street length of the building. These suites of offices occupy the street sides of the building.

The building itself and the wonderfully efficient layout of its many departments are peculiarly the product of Worcester genius. They were designed by Mr. O. C. S. Ziroli, a Worcester architect, who spent several months in consultation with the market officials and heads of departments before drafting the plans for the institution; and the general building contract was in charge of J. W. Bishop & Co. of this city. Of the various sub-contractors many of the more prominent ones are represented in this issue of The Worcester Magazine, in the section following this article.

The new Worcester Market might well serve as an index of Worcester's retail prosperity. Big as it is, it is none too big to supply the homes of Worcester with the wants of everyday life.

The
NEW
WORCESTER
MARKET
BUILDING

Mr. O. C. S. ZIROLI
Architect

Established 1874

J. W. BISHOP COMPANY

GENERAL CONTRACTORS

NEW YORK
BOSTON

WORCESTER, MASS.

PROVIDENCE
NEW BEDFORD

BUILDERS OF THE

New Worcester Market Building and the Evans Wing of the Museum of Fine Arts, Boston

The
EVANS
GALLERIES

Museum of Fine
Arts
Boston, Mass.

Mr. GUY LOWELL
Architect

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

J-M ASPHALT MASTIC FLOORS

WATERPROOF - - WEARPROOF - - DUSTPROOF

The WORCESTER PUBLIC MARKET has 37,500 sq. ft. of this Flooring installed.

J-M Mastic Flooring is superior to concrete and other floors because it does not originate dust, is absolutely watertight and practically wearproof.

Sanitary and non-absorbent. Not affected by expansion or contraction. Noiseless and non-slippery.

J-M SYSTEM OF LIGHTING

Our direct-indirect type of illumination installed in the WORCESTER PUBLIC MARKET is accepted as the standard form of illumination for every type of building. Over 30,000 stores alone are using this system.

The fixtures are of simple design, but the same principle can be incorporated in a more artistic fixture to blend with the various periods of decoration.

Cold Storage---Coolers---Refrigerators

Food products are stored at the WORCESTER PUBLIC MARKET in absolutely sanitary refrigerators, erected and insulated by us, using J-M 100% Pure Cork, the best insulation for cold storage. Approved by the National Board of Fire Underwriters.

Over 150,000 square feet of J-M Cork used in the insulation of the Worcester Cold Storage Warehouse.

Ask us for further information.

Whatever your problem may be—the roof, the floors, the lighting system, cold storage insulation, pipe coverings, etc., avail yourself of our experience and service. This means satisfaction assured.

H. W. Johns-Manville Co.

OF MASSACHUSETTS

55-61 High St. MANUFACTURERS OF ASBESTOS AND MAGNESIA PRODUCTS Boston, Mass.

Branches in All Large Cities

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Worcester, City of Prosperity, invites your trade

ESTABLISHED 1870 INCORPORATED 1914

THOMAS & COMPANY, Inc.

RICHARD G. DICK, President

Cabinet Work--Fixtures--Builders' Finish

Ecclesiastical Furniture

THE COUNTERS, SHOW CASES, SHELVING AND CONVEYOR BOXES
IN THE WORCESTER MARKET, WERE BUILT
AND INSTALLED BY US

110 Exchange Street Worcester, Mass.

PACKAGE CONVEYORS

FOR HANDLING MERCHANDISE OF ANY DESCRIPTION TO ANY DESIRED POINTS OR ELEVATING AND LOWERING GOODS FROM FLOOR TO FLOOR

THE UNDERWOOD SYSTEM

IS INSTALLED AT THE WORCESTER MARKET

All packages for delivery are placed on overhead conveyors plainly illustrated on pages 51-55, and are discharged at second floor sorting and shipping room. A separate system under counters collects and delivers goods at wrapping points.

Cost Reduced! ELIMINATES BUNDLE CARRYING BY ALL EMPLOYEES. SAVES SPACE, TIME, POWER AND NOISE Speed Increased!

UNDERWOOD MACHINERY CO.

FORT HILL SQUARE, BOSTON, MASS.

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Worcester, City of Prosperity, invites your trade

W. H. TONER V. J. O'DONNELL

WILLIAM H. TONER & CO.

Plumbers and Sanitary Engineers

174 Main Street, Worcester, Mass.

LIST OF IMPORTANT CONTRACTS EXECUTED BY US

Residences

Col. Oliver H Payne, Esopus, N. Y.
Carrere & Hastings, Architects

Hon. Nelson W. Aldrich, Warwick, R. I.
Carrere & Hastings / Mr. Wm. T. Aldrich } Associated Architects

Mrs. Alice Cheney Baltzell, Wellesley, Mass.
Carrere & Hastings, Architects

William H Walker, Esq., Great Barrington, Mass.
Carrere & Hastings, Architects

Alfred G. Vanderbilt, Esq., Newport, R I.
Ewing & Chappell, Architects

Col. William Cary Sanger, Sangerfield, N. Y.
Howells & Stokes, Architects

Arthur Curtiss James, Esq., Northampton, Mass.
Howells & Stokes, Architects

Thomas W. Mason, Esq., Greenwich, Conn.
Mr. T. E. Blake, Architect

Hon. Charles G. Washburn, Narragansett Pier, R. I.
Frost, Briggs & Chamberlain, Architects

George Crompton, Esq., Worcester, Mass.
Mr. James Purdon, Architect

Edmund L. Parker, Esq., Worcester, Mass.
Mr. G. H. Clemence, Architect

Charles H. Warren, Esq., Worcester, Mass.
Stone, Carpenter & Sheldon, Architects

Edward Hall, Esq., Worcester, Mass.
Mr. Edwin T. Chapin, Architect

Matthew J. Whittall, Esq., Shrewsbury, Mass
Mr. C. P. H Gilbert, Architect

Josiah N. Davidson, Esq., Blue Hill Falls, Me.
Mr. Charles E. Cutler, Architect

Warren D Hobbs, Esq., Shrewsbury, Mass.
Mr. W. D Henderson, Architect

Irving H Verry, Esq., Worcester, Mass.
L. W. Briggs Co., Architects
Sanitary Engineers for

Hon. John S. Hyde, Residence, Bath, Me
Mr. John C. Stevens / Mr. John H. Stevens } Associated Architects

Miscellaneous Buildings

United States Military Academy, West Point, N. Y.
Post Headquarters Building, Post Exchange Building
Cram Goodhue & Ferguson, Architects

United States Naval Training Station, Newport, R. I.
Five Detention Buildings
Government Engineers, Architects

American Antiquarian Society, Worcester, Mass
Library Building
Winslow & Bigelow / Mr. R. Clipston Sturgis } Associated Architects

The Memorial Hospital, Morgan Building, Worcester, Mass.
Frost, Briggs & Chamberlain, Architects

St. Paul's School Building, Worcester, Mass.
Mr. J. Wm. Donohue, Architect

Vassar College, Auditorium Building, Poughkeepsie, N. Y.
McKim, Mead & White, Architects

State Mutual Life Assurance Co., Worcester, Mass.
Office Building Annex
Mr. C. Waldo Fisher, Architect

Bangor Savings Bank, Bank Building, Bangor, Me
Carrere & Hastings, Architects

Worcester Polytechnic Institute, Worcester, Mass.
Boynton Hall, (Remodeled)

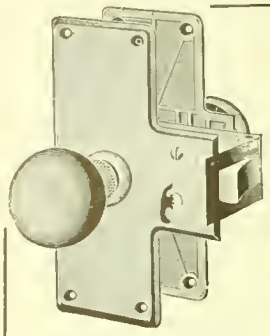
Worcester Academy, Dexter Hall, (Remodeled), Worcester, Mass.

Canadian Connecticut Co., Sherbrooke, P Q, Can.
Cotton Mill Building
Charles W. Praray, Engineer

WORCESTER MARKET, MARKET BUILDING, Worcester, Mass.
Mr. O. C S Ziroli, Architect

Worcester Trust Company, Bank and Office Bldg., Worcester, Mass.
Andrews, Jaggar & Kantoul / Frost & Chamberlain } Associated Architects

"Quality Always First"



"CORBIN"
on hardware stands for correctness of design and finest workmanship and finish.

HARDWARE

ON THE

WORCESTER MARKET BUILDING

WAS FURNISHED BY US

We want you to know that no contract for hardware is too small for our attention and none too large for our facilities.

DUNCAN & GOODELL CO.

404 Main Street, Cor. Pearl

Agricultural Lime

HIGH IN AVAILABLE Ca. O.

IN CARLOADS OR LESS THAN CARLOADS

AT THE RIGHT PRICE

F. E. Powers Co.

570 Main Street
Worcester

You will benefit thereby by stating that you saw this advertisement in the WORCESTER MAGAZINE—good for the advertiser and the publication
Worcester, City of Prosperity, invites your trade

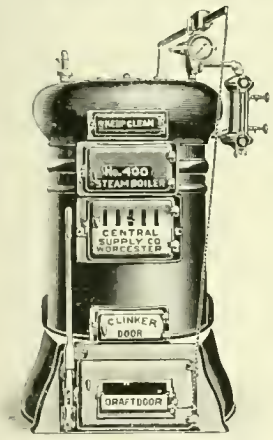
THE WORCESTER MARKET WAS DESIGNED AND CONSTRUCTED UNDER THE DIRECTION OF

O. C. S. ZIROLI

ARCHITECT

306 MAIN STREET — DAY BUILDING — WORCESTER, MASS.

Everything in Steam, Gas and Water Supplies



Heating Systems installed in old houses without inconvenience.
Get our prices.

Mr. Property Owner—You're the Man We Want to Meet

We like the hard, knotty heating problems, the kind that put us on our mettle. We are engineers with the training and the facilities to render you the highest grade of service.

The fact that we are jobbers enables us to give you an unlimited selection of the best in our varied lines.

Come in today and talk the matter over with us—you will be placed under no obligation.

Central Supply Company

Contractors for High Pressure Work, Pumps, Engines, Tanks, Towers, Pipes, Etc.

Foster, Commercial and Mercantile Streets
Worcester, Mass.

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The Eleven Elevators and the Pumping Plant in the Worcester Market were installed by the

OTIS ELEVATOR COMPANY

Hydraulic and Electric Elevators

Direct Plunger Elevators

REPAIRING IN ALL ITS BRANCHES

Repair Dept.—Telephone Park 1000—Days, Nights and Sundays

311 Main Street Worcester, Mass.

A HEYWOOD SPECIALTY

FOR TENDER FEET

THE FOOT DOCTOR TRADE MARK

MANUFACTURED BY

HEYWOOD BOOT & SHOE CO.

WORCESTER, MASS.,

U. S. A.

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Worcester, City of Prosperity, invites your trade

This is the weather when you need

Weed Chains
All sizes in stock

Thermite Non-Freezing Compound
Better than alcohol—$1.25 gal.

Pyro Freezeometer
For testing water in radiator—$1.50 each

Clark Auto Heater
From $2.00 to $4.00

Ford Radiator and Hood Covers
Will keep the water hot several hours

Prices on Fur Auto Coats, Gloves and Robes of all styles have been cut 20%

ALSTEN & GOULDING CO.

36 Foster Street, cor. Waldo

The Rubber Tire Corner WORCESTER, MASS.

Oldest Established Tire Repairers in Worcester

The
George W. Carr Company

(H. C. WILSON)

GENERAL CONTRACTORS

The More Exacting the Work
The More Pleasure We Take
In Performing It

518 Main Street, Worcester

WORCESTER
CITY OF
PROSPERITY

LET US TELL YOU ABOUT THIS SPECIAL WATER MARKED PAPER THAT SO MANY WORCESTER BUSINESS HOUSES ARE USING TO GOOD ADVANTAGE

THE
COMMONWEALTH PRESS
25 FOSTER ST ··· WORCESTER

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Worcester, City of Prosperity, invites your trade

Purchasing Agents Attention

If you are buying any of the following materials it will pay you to have them tested:

Iron, Steel, Brass, Bronze, Solder and Babbitt Metals.

Soaps, Bleaching Powders and Washing Compounds.

Coal, Fuel Oil, Lubricating Oil and Greases.

Gasoline, Naphtha, Turpentine, Paint Oils, Paints and Varnishes.

Soda, Lime, Alkalies, Fertilizers and Insecticides.

N. A. C. SMITH
CHEMIST

598 Main Street, Worcester, Mass.

Anson F. Rix

WHOLESALE AND RETAIL

PICTURE FRAMING

NO FINER LINE OF MOULDING IN THE CITY THAN YOU WILL FIND HERE

65 CUSHING STREET
WORCESTER, MASS.

Take Barber's Crossing, Brittan Square or City Line Cars

WHEN YOU NEED OFFICE HELP

Call upon our Employment Department and we will place you in touch with office assistants that are carefully trained and fully competent to fill the position.

You will, in this way, secure the right kind of help without any inconvenience or delay, as we never recommend a student unless we are sure of the requirements of the position.

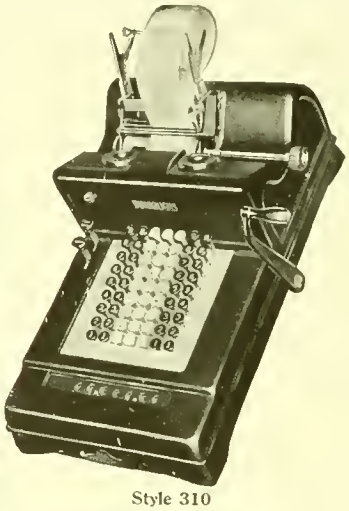
Experienced and inexperienced office help furnished without charge to either employer or employee.

C. B. POST, Proprietor

Worcester Business Institute

Telephone 5218

476 Main Street :: opposite City Hall



Style 310
Burroughs Visible Desk Machine
$175.00, Direct from factory

WHY A BURROUGHS?

Because in its field it has no equal at any price.

BURROUGHS ADDING MACHINE CO.

Builders of
Adding, Listing, Bookkeeping and Calculating Machines.

830 Slater Building
Worcester, Mass.

VERI CERTIFIED PUBLIC ACCOUNTANTS NEACO PRODUCTION ENGINEERS TAS

New England Audit Company

(Incorporated under Laws of Massachusetts)

Certified Public Accountants
Auditors, Industrial Engineers, Systematizers

FREDERICK J. HILLMAN, C.P.A.
Pres. and Gen. Mgr.

CHARLES O. WALKER, C.P.A.
Mgr. Audit Dept.

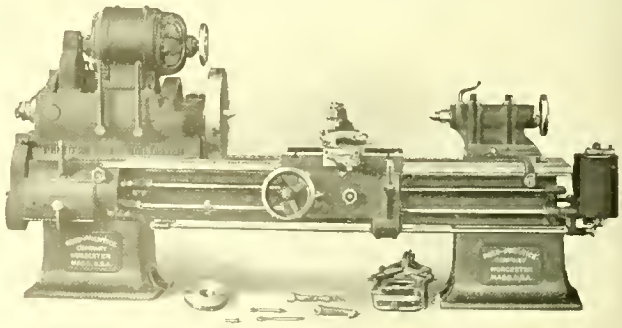
FRANK B. MESSINGER, C.P.A.
Mgr. Boston Office

WALTER M. CURTIS, S.B.
Mgr. Engineering Dept.

WORCESTER OFFICE
633 State Mutual Bldg. FRANK B. MESSINGER, C.P.A., Local Mgr.

SPRINGFIELD WORCESTER BOSTON

A photograph will aid your salesman, if the goods are too heavy to carry



E. B. LUCE

EXPERT PHOTOGRAPHER OF MACHINERY
WALKER BUILDING
TELEPHONE

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GOOD
PRINTING
PAYS

Our purpose is to make our organization useful to our customers by helping you work out the real advertising problems that we know you all meet.

Our GOOD PRINTING pulls RESULTS for you.

The Davis Press, Inc.

Graphic Arts Building. Phone Park 537

ADAMS & POWERS

DOORS DOORS DOORS

Birch Veneered and Washington Fir
2, 5 and 6 Panel

also

Craftsman Doors

Front Doors of all the best patterns known

We bought at the right time and can sell as low as the lowest

142 to 156 Union St., WORCESTER, MASS.

Jackson Street
Foundry

Light and Heavy

IRON CASTINGS

J. A. COLVIN, Proprietor

52 Jackson St. Worcester, Mass.

It's a Sign of Excellence

THE BELISLE IMPRINT on a job of printing signifies the highest grade work—the kind which creates business for the firm that sends it out.

Let us give you an estimate on your next order. It will pay you—in dollars and cents and in satisfaction.

BELISLE PRINTING *and* PUBLISHING COMPANY

PRINTERS OF THE WORCESTER MAGAZINE

112 Front Street Worcester

Worcester County Medical Institute Co.

(MASSACHUSETTS CORPORATION)

40 Wellington Street, Worcester

TREATS EFFECTIVELY

ALCOHOLISM and DRUG ADDICTIONS

as diseases. Its Physicians use Brownell's Specific, a remarkable scientific discovery. Alcoholics sobered in 30 minutes; craving destroyed forever instantaneously. No ill effect during or after treatment. Moderate drinkers and periodics, when sober lose no time. Patients usually return to their homes and business in from 24 to 48 hours. Patients can be treated at their homes.

Big firms and big men have protected their "live assets" by sending valuable employees to the Institute Co. for treatment. It has proved a good investment.

Hon. James Logan, Vice-President of the U. S. Envelope Co., former Mayor of Worcester, saw a patient sobered in 20 minutes nearly four years ago, and has kept him under observation since. Of the treatment Mr. Logan says: "It would seem as if the day for miracles had not yet passed away, for the way in which 'Brownell's Restaurare' works certainly borders on the miraculous."

Under the Brownell method the drug addictee is permanently delivered without the physical suffering accompanying other treatments.

"The Conquest of Alcohol and Opium" sent on application. It's good reading.

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication

Worcester, City of Prosperity, invites your trade

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Alsten & Goulding xvii
American Car Sprinkler Co xx
Baldwin Chain & Mfg. Co vi
Belisle Printing & Publishing Co xix
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Boston & Worcester St. Ry. Co i
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Worcester Market ..... Outside back cover
Worcester National Bank ii
Worcester Safe Deposit Vaults iii
Worcester Trust Co ii
Wright Wire Co v
Wyman & Gordon ..... Inside front cover
Ziroli, O. C. S xv

The King Press

George W. King & Son

Creators of Printing
that is Different

Worcester, - Mass.

TO LAY THE DUST

AMERICAN CAR SPRINKLER CO.
WORCESTER, MASS., U. S. A.

R. L. GOLBERT
Pres. and Treas.

A. B. TAYLOR
Vice-Pres. and Supt.

L. A. WHEELER
Secretary

Golbert Last Co.

54 Commercial Street
WORCESTER, MASS.

Boston Office
28 Lincoln Street

WIRE—SPRINGS
AND
WIRE SPECIALTIES

MORGAN SPRING CO.
WORCESTER, MASS.

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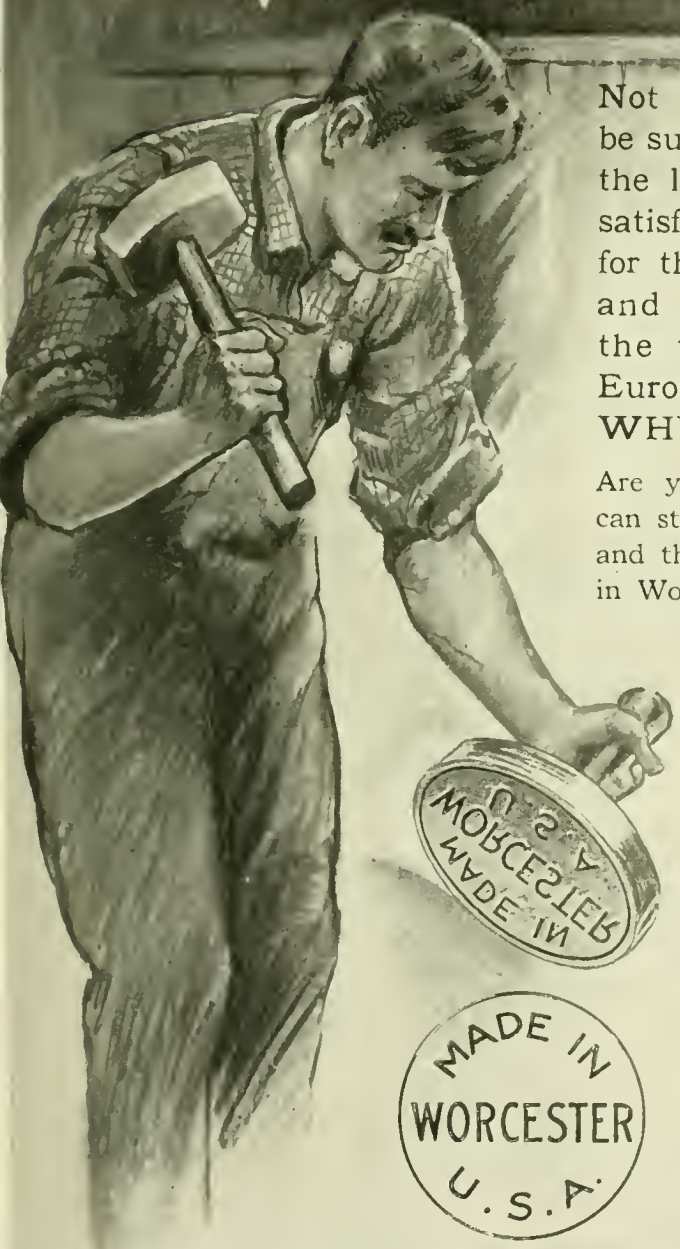
Worcester, City of Prosperity, invites your trade

Do You want Export business?



Not only must the usual Home Trade be supplied but the one chance to retrieve the loss of our European Market is to satisfy right here the tremendous demand for the goods we have always imported, and to make for the Foreign Trade the things they have been buying in Europe. WHO IS GOING TO DO IT? WHY NOT YOU?

Are you making the class of goods that you can stand back of—that will win you re-orders and that will be a credit to the stamp "Made in Worcester, U. S. A."?

Do you know who needs your goods and how to go after this foreign trade? Do you know trade conditions, trade routes, rates of shipment, cost of exportation, how to pack your goods to meet the peculiar conditions, and the hundred and one other necessary bits of information?

The Foreign Trade Committee of the Worcester Chamber of Commerce has been for some time, and is now, working with the Department of Commerce of the United States, studying the situation as it applies to every one of you. They can give you all this information specific and reliable right here in your own city.

The National City Bank of New York is back of you too. Its chain of banks in South America is established and ready to furnish credit reports and market information that your financial safety may be guarded.

Everything possible has been done for you—it only remains for you to take advantage of the opportunity. ONCE THIS TRADE IS YOURS IT NEED NEVER GO BACK. Write the Committee on Foreign Trade, or call on the

WORCESTER CHAMBER OF COMMERCE

The Largest Market of Its Kind in the United States

Worcester can boast of having the largest market in the United States selling exclusively meats, fish, game, fruit, groceries, provisions, bakery goods, butter, cheese, eggs, canned goods (in tin and in glass), both foreign and domestic.

The entire plant has an area of 90,000 square feet, and in addition to this a storage with a capacity of 1,500 tons. The actual floor space (all on one floor) for the convenience of our patrons is 25,000 square feet.

The Most Sanitary Market in the United States

Because of its construction. All floors and walls of reinforced concrete and the finished floors throughout of non-absorbent composition, making a monolithic building, absolutely rat and vermin proof.

All stock rooms and refrigerators under careful and constant supervision.

Perishable goods displayed on glass-covered and refrigerated counters. Groceries, etc., displayed on glass-covered and dust-proof counters.

Worcester Market

The WORCESTER MAGAZINE Illustrated

THE LIBRARY OF CONGRESS
SERIAL RECORD
MAY 19 1944

THE NEW WORCESTER TRUST COMPANY BUILDING

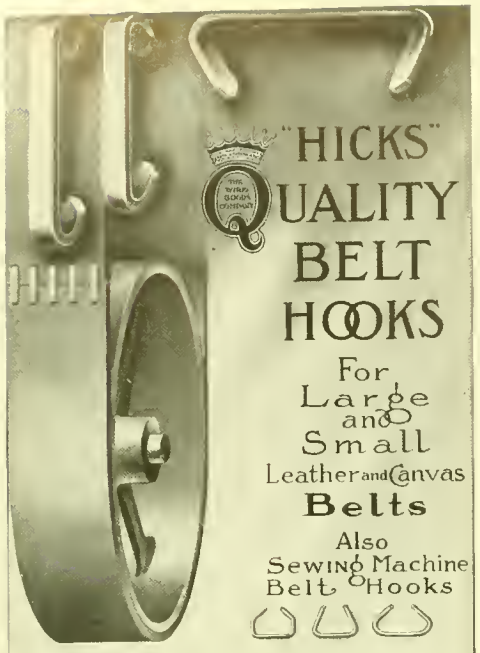
MARCH, 1915

$1.50 per year

Published by the Worcester Chamber of Commerce

WORCESTER, MASS., U. S. A.

15 cents the copy



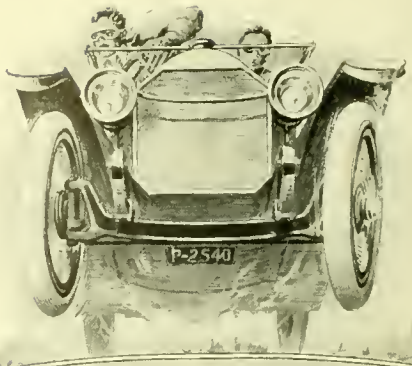
"HICKS"
QUALITY
BELT
HOOKS
For
Large
and
Small
Leather and Canvas
Belts
Also
Sewing Machine
Belt Hooks

Send for Samples and Prices

"EVERYTHING IN WIRE"

THE WIRE GOODS COMPANY

Worcester, Massachusetts, U.S.A.



DROP FORGINGS

Gears, Axles, Crank Shafts Steering Knuckles and other parts where strength and reliability are required are best Drop Forged and toughened by our heat treatment

We use the best steels, specified, analyzed and approved by our own Physical and Chemical Laboratories, thereby assuring a uniform product

Send Blue Prints for Estimate and Engineering Advice

THE WYMAN & GORDON COMPANY

WORCESTER, MASS.
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The Samuel Winslow Skate Mfg. Co.

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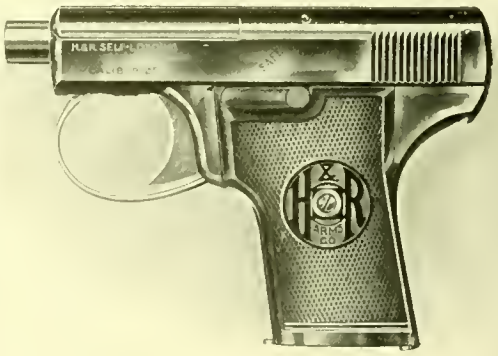

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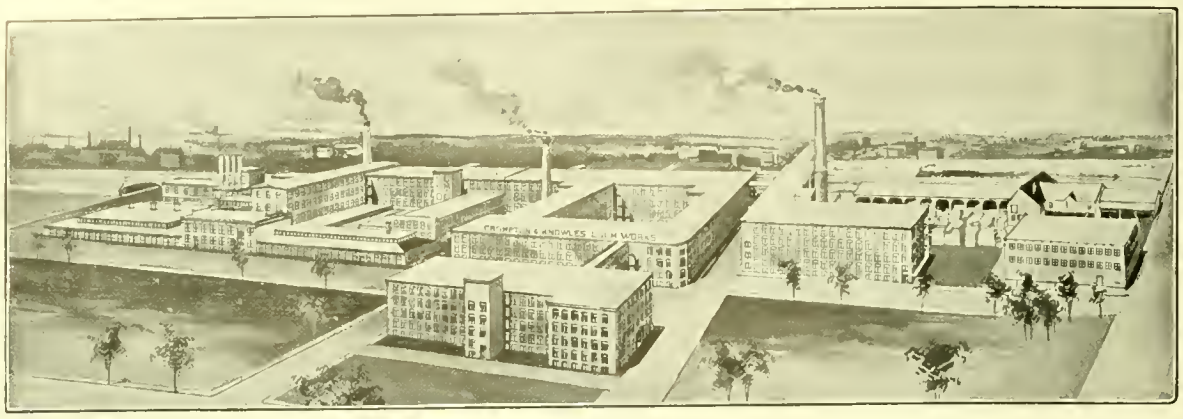

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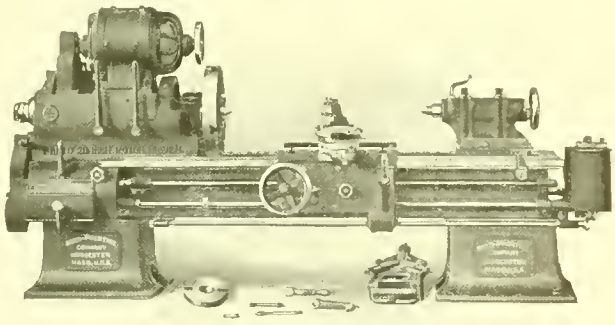

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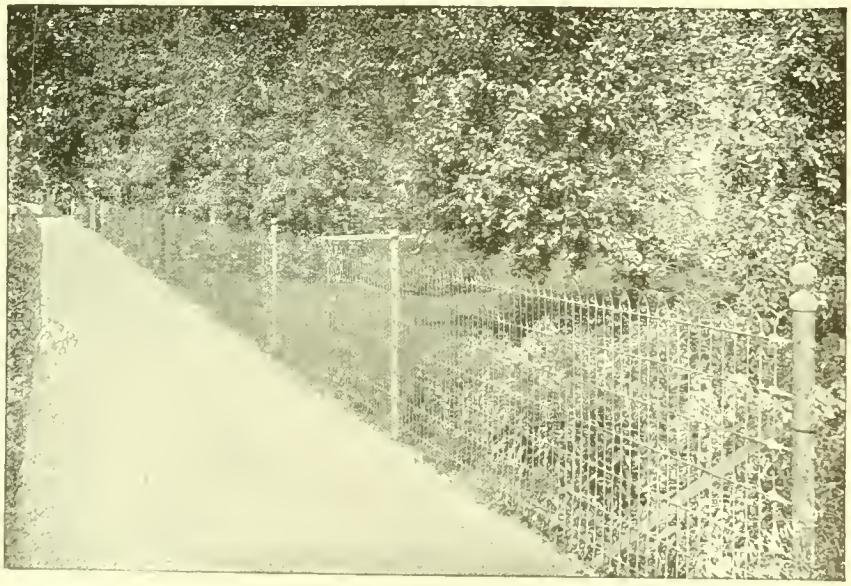

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The small boy grinds 'em
The helper grinds 'em
The drill hand grinds 'em
The lathe hand grinds 'em
The toolmaker grinds 'em

• Everybody grinds 'um different and nobody grinds 'um just right.

• The small boy can grind every one right.

• That being the case isn't it rather expensive to let the other fellows grind 'um?

• It's twist drills we're talking about and the answer is found in the small boy to do odd jobs around your tool room and keep your drills sharp with an

American Drill Grinding Machine

• If you do not use an American, and you would like to know more about it, just look over the stock of drills in your tool room—and find out how many of them are in proper condition to do their best work. Pick out the worst one in the lot and send it to us—we will regrind and return it to you without expense and show you the kind of work the American and the boy can do for you.

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WORCESTER MASS.

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THE WORCESTER MAGAZINE

VOL. XVIII — MARCH, 1915 — No. 3

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1829

In addition to regular machinery steel we have in store three higher grades

BEST MACHINERY STEEL
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VIKING CRUCIBLE STEEL

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JOHN COMRIE MACINNES

BORN IN SCOTLAND, JULY 3, 1849

DIED IN WORCESTER, FEBRUARY 24, 1915

The WORCESTER MAGAZINE

MARCH - 1915

The Story of a Beginning

Sterling Gives Sister Towns in Worcester County a Practical Illustration of the Benefits to be Derived Through Church Federation in the Small Community—Increased Membership and Interest with a Substantial Reduction in Operative Cost

By Mrs. George E. Pratt, Superintendant Federated Bible School

ONE of the splendid forward movements of the Twentieth Century is church federation in places where the situation plainly calls for such. World Brotherhood is the thought foremost in our minds. How fully this has been demonstrated in the quick response to the sufferers across the sea today. We do not think of them as Catholics, Lutherans, or Episcopalians, but as brothers and sisters. Denomination stands for so little when God's work is to be done and done quickly.

The quaint New England village of Sterling, Mass., has taken a step in the splendid strides that are being made toward world-wide brotherhood. For many years there have been three churches in Sterling: Unitarian, Congregational and Baptist; and even twenty-five years ago such a thing as federation would have been uncalled for. But for the same reason that city church organizations in so many instances have fallen back in numbers, these three churches had gradually grown smaller and had deteriorated into mere denominational units—barely keeping up with expenses, to say nothing of having a hand in the progress of religious matters in the outside world. Each church, because of small numbers and therefore a lack of large enthusiasm, was missing an opportunity to become a dominant factor in the town's religious life.

The Unitarian Church was the better off of the three—being well endowed and possessing a large working force in their Ladies Alliance which extends its hospitality to all women in the town regardless of creed. Each month they present a speaker of merit, and thus keep in touch with the live topics of the day. Their church building is in good order and they are equipped in many ways for active work. But their Sunday audience, in proportion to their parish membership, was as slim as the others in spite of the splendid sermons given.

The Congregationalists had a building in fairly good condition and furnace heated; a woman's society in connection with the church and a Sunday school—though the larger part of this was made up of small children in the Primary Classes—and from the Primary age to the Senior age there seemed to be a lack—a very few young people interested in church activities.

THE FEDERATED CHURCHES

The Baptists had dwindled away down in numbers for several reasons—their inability to keep a resident Pastor (for some time they had been depending upon a man who could come in for week-ends only) then large families, who in time gone by had furnished Sunday School scholars, were growing up; leaving for school; or marrying and moving away and no new families coming in to take their places. Their building was in fairly good order, but sadly needing a furnace and even with the most strenuous efforts of the few dependable workers the purchase of one would have

The Men's Class—Just Organized

been a stupendous task. The congregation here was small, and the Sunday School largely made up of older boys and girls, men and women—mostly women, all earnestly interested in keeping their denomination alive in Sterling.

For a long while there were members of both the Congregational and Baptist denominations who felt that these churches were losing ground instead of gaining it; the smallness in numbers was not conducive to enthusiasm—many members were taking only a perfunctory interest in church matters—and something ought to be done. But these things cannot change quickly, and so the sort of men in these churches to whom we could look to start a thing and carry it through were quietly thinking, but not just yet ready to make a move.

About a year ago the Baptist people had to make a change in pastors and secured the services of Rev. C. C. Young who was taking a post graduate course at Newton Seminary. He also was only able to give his time week-ends through the school term—but could spend summers here.

The Congregational people had a pastor living in the village, Rev. Evarts Kent.

For a long time there had been no Sunday evening services or mid-week prayer services in the town. Last Spring, at the suggestion of Rev. Place, pastor of Unitarian Church, a Committee of three from each of the churches met together for the purpose of considering the taking up of some special work together. It finally came about that a Union service would be held each Sunday evening—the pastors taking turns at conducting the service, and the meetings to be held alternately in the three buildings—thus sharing the heating and lighting expense. This worked out splendidly; with an attendance of from 75 to 125. The singing was enjoyable by reason of volume, and the pastors were inspired by numbers to do their best. It was a success, and many said, "Why can't it be like this at all services?" Here were neighbors and friends meeting together on common ground for the worship of God. And why couldn't it be like this all the time?" There were simply a few creeds standing between us and real fellowship.

Mr. Kent had long felt that the work in Sterling was handicapped because of existing conditions and had longed for united effort on the part of church members regardless of denomination. After Mr. Young had thoroughly looked into the situation he could see that something must be done to change the conditions of things.

After the success of the union evening service was so well demonstrated there came to be, at first, a quiet agitation on the part of members of the Baptist and Congregational people in favor of closer fellowship. This feeling gradually grew stronger and when pastors and people from these churches met together to talk things over, church federations became the uppermost thought. In federation neither church had to lose its identity as a denomination, and could still control its endowments and maintain its standing in the respective denominational organizations.

The Congregationalists and Baptists could agree on so many points that the matter of federating was a most simple one after the people became convinced that it was the only practical thing to do. It was a question of efficiency—not how we could economize—but how the same amount of money could be spent to the best advantage for our Master and King, and the same effort made to count for more in his Kingdom. There were members in each of these two churches who for twenty years or more had worshipped in these buildings, and it seemed hard to have any change occur. But a joint place of worship had to be agreed upon—which meant the closing of one or the other of the church buildings; and because of the matter of furnace in the Congregational Church building and for other minor reasons, it seemed best for the time being at least to hold all services in that building. It was a most generous act on the part of some of the older members of the Baptist Church to leave their church home—the familiar pews and surroundings, and go into the other church building; but this arrangement came about harmoniously and too much cannot be said in praise of the ministers and the men in charge of affairs in both churches, who so tactfully helped this along.

It was deemed best to retain both pastors until all details had been worked out and Federated Church affairs well under way. While this is the eleventh town in Massachusetts to have church federation, Sterling established a precedent in the matter of retaining both pastors for a time thereafter. Both men proved invaluable during the formation period of federation. Mr. Kent had reached an age when he rather sought

retirement from an active pastorate, and Mr. Young had still a year of study before him at Newton. Both men have now formally resigned, and the next step ahead of the Federated Church is to secure a man well fitted to handle the situation—one who will be pleasing to members of both denominations. This may take a little time—but the people are working absolutely shoulder to shoulder, forgetting self for the good of the cause, and there is no doubt but that this crisis will be passed through harmoniously. There is splendid opportunity ahead of the man chosen, to lead an interested, enthousiastic people into helpful church activities.

In the Bible School, which meets Sunday mornings at twelve o'clock, the interest and enthusiasm is unbounded and here we have a goodly number of all ages enrolled—a total of one hundred and seventy-four, with a splendid average attendance. (Sterling is a town of little over 1300 inhabitants, with a school census of 237 which includes all outlying districts—and the population is widely scattered.) The Bible School has graded classes and is deeply interested in the high class graded lessons adopted. The combined average attendance at Congregational and Baptist Sunday Schools before church federation, putting it at a liberal figure, was something like seventy-five—so the gain in this department has more than justified church federation. From the very first they have been saying, "Every scholar bring a scholar," and then "A long pull a strong pull, and a pull altogether." The superintendent calls the men and boys the backbone of the Bible School—they number at least 50 per cent. of the enrollment. At present we are somewhat handicapped inasmuch as we must use the church room for a Bible School room, with the exception of class rooms for the Primary and Men's classes. The Sabbath School must attract and hold the interest of the boys and girls, the young men and young women,—for it is from this junior department of the church that our future church members are recruited. In order to do this a Sunday School must be properly equipped—just as a carpenter must have in his shop proper tools with which to work—we need separate class rooms, maps, and other helpful paraphernalia. And then the young people must be kept busy in church activities, and provided with a place to meet together for social intercourse. These things are bound to come in this community as well as in others, if the boys and girls are to preserve the high ideals of our forefathers in these days when the world is offering so many allurements. Just as the city churches which are keeping abreast of the times are found engaged in institutional work, just so is the responsibility laid at the doors of the country church, to provide a gathering place not only for the study of God's word, but for the mingling of our young people in clean, wholesome fun. Upon the church is laid the responsibility of promoting the ideals of wholesome, clean living, personal evangelism, community service, world brotherhood, righteous ballot, temperance, and Sabbath observance. This is the story of a beginning.

The Year with the Parent-Teacher Associations

An Idea of the Development of This Great Organization Which Is Doing So Much To Unite the Home and School and Some of the Many Accomplishments

By Mrs. Milton P. Higgins

MANY people are asking what are the Parent-Teacher Associations accomplishing and of what practical use are they to the community? What do they do at their monthly meetings? The following facts gleaned from the reports given by the various associations of Massachusetts will at least partially answer the question.

At Lynn, the Myrtle street Parent-Teacher Association so aroused public sentiment that the result was a new $80,000 schoolhouse with large assembly hall, also including a branch of the city library. This was dedicated on December 10, 1914, on the 18th anniversary of the formation of the Parent-Teacher Association and great praise was accorded to its founder and its former principal, Miss Julia F. Callahan.

The West Springfield Parent-Teacher Association in December, 1914, organized a separate relief association for assisting those who are victims of the general business depression. Also this Parent-Teacher Association has a record of remarkable achievement in promoting relations between the townspeople and the schools.

Greenfield association is doing a wonderful work for babies and for child hygiene. Several simple complete infants' wardrobes have been provided and are being used now. The subject of eugenics has been especially studied and many things have been provided for the school and the community.

Twenty-one members of the Greenfield association attended the meeting in the little village of Bernardston, where they are having meetings and good speakers on the co-operation of the school with the home.

The Orange Parent-Teacher Association is especially interested in sanitation and child hygiene. They recently displayed much of the exhibition that was in the Boston Public Library at the convention of the Society for Prevention of Infant Mortality. We trust this same exhibit may be shown here in Worcester at no very distant date.

Gloucester has six associations, one of which has a paid membership of 264 members.

Gloucester made a canvas of the city to secure statistics to show the need of a vocational school.

The principal of the largest school told the parents

that he [illegible] in his 20 years' teaching has maintained good discipline in his school so easily as during the past year, for which he thanks the Parent-Teacher Association. Among their speakers was Ex-Senator Evans on "Effects of a Vocational Training." This association raised $10 for child welfare, also a fund for the Red Cross.

Another association in Gloucester where there was no playground, raised the money and erected swings, a sliding board, furnished sand piles, gave basketballs and hired a supervisor from Boston. This was in a thickly settled district of the city and it was greatly appreciated and constantly utilized.

Manchester-by-the-Sea reports lectures as follows: "The True Meaning of Success," "Personal Efficiency," "Child Life on the Street," "Home Culture and Playgrounds."

Watertown Mothers' Club is trying to enforce its curfew law. It has also carried on during the vacation a story-telling hour for the children and a sewing class.

Lee Association is carrying on an evening school for about 40 Italians. Discussions like the following have made the meetings interesting. A parent took for his subject, "Necessity for Regular Attendance from a Parent's Standpoint," and the superintendent of schools took the same subject.

Cohasset finds the interest is increasing so that over 166 members are enrolled. Fine speakers have been provided, the funds being raised by entertainments, folk dancing and dramatic readings, etc., given by the children. The superintendent of schools, Stephen Lary, has lectured to quite a number of the associations throughout the state.

Rochdale has furnished and kept replenished a medicine cabinet, has bought baseball outfits, a leather couch for the teachers' dressing room, a square piano, a coffee pot, cups, spoons, napkins, plates, etc. The teachers use those to make hot cocoa for the children who bring cold lunches. The association has also bought an oil stove for the Greenville school, and the teachers and children are furnished with hot cocoa.

Cherry Valley gave the children a Christmas tree with 240 bags of candy and nuts, and they carry on the school savings bank system, the children having saved over $500 during the past three years. They have had fine speakers, and have raised money to send their delegates to the conventions.

The Leicester Association aroused public sentiment until it got an appropriation for a new schoolhouse, which is now being used. It has also hired a teacher in basketry for the boys and a sewing teacher for the girls in the public schools. Good speakers have spoken to large audiences. One of the speakers was our superintendent, Homer P. Lewis.

Greendale Association has a fine start, as it is connected with the Village Improvement Society. F. A. Andrews, principal of the Greendale school, has been very active in securing good speakers.

The Edgeworth Parent-Teacher Association has had many good speakers, among whom are the following: Prof. H. B. Power on "Pure Food," illustrated; Dr. William B. Aspinwall of the State Normal School, who spoke [illegible] "School Hygiene"; William F. Butler spoke on "[illegible] Home and School," and Miss Helen Hilyer [illegible] "Girls' Trade School."

A few extracts [illegible] letters that have been written recently on this subject will be of interest as showing the viewpoint of the educators:

"Our city government will be wise and not simply generous in opening its school buildings free of cost for the use of the various units of the Parent-Teacher Association. There can be no other so fruitful civic centers as these colonies of the Parent-Teacher Associations where the steady flame of parental interest in and loyalty to our school can be kept steadily burning.

"No more helpful and no more rewarding use can be found for our school buildings.

"No extension of their use can be more reasonable." —D. W. Abercrombie.

"In view of the vast extent of activities of the above sorts now being carried on in the public schoolhouses all over the United States, and in view of the fact that principal cities everywhere are appropriating considerable sums not merely for janitors' fees, but for teachers, lectures, supervisors and organizers for such work, it would seem that the least Worcester might be asked to do is to appropriate a moderate sum to pay the cost of opening schoolhouses for the sessions of such organizations as the Parent-Teacher Association, the Public Education Association, the Child Welfare League and others engaged in work of an educational sort."—F. H. Hankins, Clark University.

"The application to permit the Parent-Teacher Association to use the auditoriums of the various school buildings ought to be granted and the city ought to pay the expense of the meetings.

"These meetings serve two purposes: one is to promote the interest of the parents in the schools, and the other is to inform the parents about what the schools are doing. Furthermore, there is a third gain, and that is a better knowledge on the part of the parents of what to do for their children.

"This is especially important in a city like Worcester, which has a large manufacturing population, part of which is foreign. It seems to me our duty to make our contribution toward educating these foreigners and toward making them good American citizens. I do not know how far the schools have been used in the past for this purpose, but I understand that the city has never given anything toward paying janitors or toward any other small incidental expenses connected with the meetings.

"I only hope you can persuade the Council to help generously. I shall be glad to appear at any hearing to urge this matter and if you wish I shall be glad to write direct to the Council, unless you can use this letter as an expression of opinion."—Ira N. Hollis, Worcester Polytechnic Institute.

"Made in U. S. A." Exposition

The first industrial exposition of the "Made in America" type was held at the Grand Central Palace, New York, from March 6 to March 13. The promoters made only one requirement and held to it—that lessees of space should exhibit goods made or grown in the United States or that the exhibits should represent an American achievement. The exposition was arranged primarily for educational purposes and wherever the plan was feasible the exhibitors had processes of manufacture in operation.

Sixty-Six Years of Temperance

A Concise History of the Father Mathew Mutual Benefit and Total Abstinence Society of This City, One of the Oldest Catholic Temperance Organizations in the Country and in Whose Ranks Hundreds of Young Men Have Been Enrolled

CONTRIBUTED

FOR sixty-six years the Father Mathew Mutual Benefit and Total Abstinence Society has been an important factor in the advancement of the moral and civic life of the Heart of the Commonwealth. It occupies a place of honor among those sterling organizations founded in the early days of Worcester and which have contributed so much in making this city a desirable place in which to live, and toward the upbuilding of our great industrial and commercial center of today.

Since 1849 the Father Mathew Society has been the friend of the man struggling against the evil of intemperance. The society rolls bear the names of hundreds of men who were total abstainers throughout life, but who sought affiliation with an organization formed for promoting the cause of temperance among their fellow men, by advice and example. During all these years the Father Mathew Society has been carrying on the work instituted by Rev. Theobald Mathew, Ireland's Apostle of Temperance, and one of the greatest benefactors of the Irish race.

The Father Mathew Society has rendered loyal service to Worcester. It has ever been an unflinching advocate of the principles enunciated by the illustrious churchman, who headed one of the greatest temperance movements in the history of the world and who preached throughout the length and breadth of this and other lands the doctrine of Catholic total abstinence, that sobriety enables a man to render at all times best service of mind, of heart and of body. This is what the Father Mathew Society stands for. Its efforts have been crowned with the greatest success, and never in its long history was the old society better able to carry on the work than today.

Rev. M. W. Gibson, pastor of St. John's Catholic Church in 1849, and 31 of his parishioners were the founders of the Father Mathew Society. It was the second year of Worcester as a city, there were but few temperance organizations in this country. But these sturdy Irishmen knew of the effective work which had been accomplished by the Catholic total abstinence societies in the old land under the leadership of Father Mathew and of the great numbers of men in their

THE MAIN HALL IN THE SOCIETY BUILDING

adopted country who were being enrolled under the banner of sobriety.

Father Mathew had visited Worcester a few days before and they had heard from the lips of the great temperance advocate his eloquent plea for total abstinence from intoxicating beverages, and had seen him administer the pledge to hundreds of their fellow citizens.

James H. Looney, President

The records of the Father Mathew Society show that on July 24, 1849, and at a mass meeting held in City Hall, a committee was appointed to invite Father Mathew to come to Worcester. The late Hon. Henry Chapin, then mayor, was appointed chairman of the committee which consisted of Charles Allen, Charles Thurber Rev. Father Early, S. J., Charles G. Prentiss, Thomas Drew, Jr., Joseph A. Gilbert, John P. Kettell, Peter C. Bacon, Patrick O'Keefe, Warren Lazell, Benjamin Flagg, Albert Tolman, William A. Wheeler, N. R. Parkhurst, A. G. Fitch, Lawrence O'Connor, Ira M. Barton, Henry Goulding, Thomas Tucker, Isaac Goddard, Albert Curtis, George Geer, John Cahill, Ichabod Washburn, Thomas Kinnicutt, John Milton Earle, James Dunn, Luther Gunn, W. A. Fisher, John O'Sullivan and Charles White.

This committee which planned all arrangements for Father Mathew's coming, and for his reception, included several of the most prominent citizens,—men who built the foundations of many of the most successful industrial and commercial enterprises of Worcester.

Father Mathew visited Worcester on October 20, 1849, but because of illness was unable to address the citizens assembled at City Hall. The day following he celebrated mass in St. John's church and administered the total abstinence pledge to more than 400 people. On October 22 he gave the pledge to a large number at City Hall.

Shortly after the visit of Father Mathew came the formation of the Father Mathew Society in Fenwick Hall, of the present Catholic Institute on Temple street, and previous to the foundation of St. John's church, known as Christ church. These words from the preamble to the constitution of the Father Mathew Society written November 4, 1849, give expression to the high motives which actuated the men of St. John's parish in founding a total abstinence society and the work of Father Mathew in this country and abroad:—

"With feelings of gratitude and praise to the great Giver of all good, we have witnessed the moral change that has been wrought under Divine Providence by the exertions of the Very Rev. Theobald Mathew, in the cause of temperance, both in Europe and America. By his conquest over the fell destroyer of human happiness, the intoxicating cup, and the onward march of reason and religion, millions are now, by a reform in which he under God has been the principal agent, happy in the enjoyment of domestic comfort, and the exercise of that reason by which the Creator of the Universe has distinguished the human family, and which has so often been sacrificed at the shrine of intemperance. We, the undersigned, whose names are hereunto affixed, do agree to form ourselves into a society, under the patronage of Saint Mathew, the evangelist."

The founders were Father Gibson, Michael O'Boyle, John O'Sullivan, Robert Laverty, Michael Toomey, Charles O'Neill, James Carroll, John Carney, Thomas Lawler, Patrick Coffey, John Foley, Mark Skerrett, William Carberry, William Laverty, Peter Givney, Michael Fleming, Timothy Coffey, Patrick Higgins,

James F. Power, Financial Secretary

John Davis, Michael Foley, Thomas Higgins, Timothy Luby, Thomas Duffey, John Madigan, Thomas McGuinness, Walter Henry, Mark Myans, Lawrence Lawler, James O'Connor, Michael McLoughlin, Michael Dolan and John Dolan. Father Gibson was chosen the first president.

The society increased in membership from the date of organization and within a short time was one of the largest and most active in the state. When the Massachusetts Union was formed the Worcester society sent delegates and continued to be represented in this union until 1877, when the Springfield Diocesan union was formed and the Massachusetts organization dissolved. The Father Mathew society was one of the founders of

Rev. Thomas S. Donoghue
Spiritual Director

the Springfield union and for many years has had membership in the National Catholic Total Abstinence Union of America.

The first meetings of the society were held in the basement of St. John's church and later in the Catholic Institute, but for 42 years the members have had a home of their own. In 1873 a building and land located on Temple street, nearly opposite St. John's church, were purchased for $7300. This served as quarters for the society until 1888, when the present building was erected at Green and Harrison streets. The hall is one of the largest in the city, and the building provides spacious and well furnished quarters for the society. The property represents a value of approximately $60,000.

The records of the society show that its members as a body have assisted in many of the most important celebrations and other events conducted here in the past three-score years. These include the dedications of the Bigelow Monument and the Soldiers' Monument, the celebration in honor of the successful laying of the Atlantic cable, the great Trades' Procession, July 4, 1865; the dedication of St. Anne's church, St. Paul's church, Church of the Immaculate Conception, Church of the Sacred Heart and the Centennial celebration in 1876. In 1861, the Father Mathew Society received the Emmet Guards on their return to Worcester from three months' service during the Civil War, and on July 21 received the 50th and 51st Mass. Regts. on their return from the war. The society has attended in a body some of the most notable funerals held in Worcester years ago, including those in June, 1864, of Capt. Thomas O'Neill and Adjt. Henry McConville, and that of Mayor James B. Blake, December 22, 1870. On October 10, 1874, the society celebrated the anniversary of the birth of Father Mathew for the first time in Worcester, by a parade of the Worcester County Catholic Total Abstinence societies. In later years this same spirit has characterized the Father Mathew Society and its members have always taken a prominent part in the most important events.

In 1871 the society organized the Father Mathew band, which flourished for many years. The Knights of Father Mathew was formed in 1880 among the younger members of the society, and for years ranked as one of the leading independent military organizations of the city. The society has always taken an active interest in athletic and as early as 1880 conducted with much success athletic games and sports of Ireland at the old Agricultural Grounds. For a number of years the society had one of the crack athletic teams of the Springfield Diocesan union which won the union championship at several of the annual field days.

While the Father Mathew Society is organized primarily for the promotion of the cause of temperance, there is another feature of this old organization, that of providing for members in time of sickness, which has been most important for sixty-six years. During this period the society has paid out nearly $100,000 in sick and death benefits. The society has always contributed generously for religious and charitable objects without regard to race or creed. In 1852, but three years after foundation, the society donated $50 towards buying an organ for St. John's church, and the same amount to Holy Cross college. It is recorded that in 1861 the society donated $50 to the Emmet Guards when going to the war. In 1872, $130 was contributed to the relief of the Yellow Fever Sufferers at Memphis, $100 to the cause of Ireland and the same amount to Father Haskin's Orphan's Home. The sum of $100 was contributed for the Centennial Temperance Fountain at Philadelphia in 1876, and in 1880, $100 was given for the Irish Relief Fund. The records of the society show many other contributions during the old days and in recent years for worthy objects.

The society today has a membership of 300 and never was in a more flourishing condition. The oldest living member is William Brown, who joined the society in 1861 and who attends every meeting.

The officers of the society follow: Spiritual director, Rev. Thomas S. Donoghue; president, James H. Looney; vice-president, Frank L. Dunn; recording secretary, James Rafferty; financial secretary, James F. Power; treasurer, George H. O'Donnell; directors, Dennis Rafferty, chairman; J. F. Tierney, secretary; George Howard, William Flanagan, Thomas Doyle, Felix Barrell, Thomas Carroll, B. F. Doyle, George Wrightson, William Malone; auditors, Cornelius Corbett, Thomas F. Cummings, Bartholomew Sullivan; trustees, James H. Looney, Frank L. Dunn, George H. O'Donnell, Nicholas J. Mooney, James Cunningham, Thomas F. Sullivan, Willard Powers, James Flanagan, Henry J. Fitzpatrick, Bernard J. Gray, George Swan, Frank Dean, John J. O'Hara; physician, Dr. George A. Power; sergeant-at-arms, John Larkin.

The Golden Rule Jailer

A Tribute by One of the Transgressors to the Humane Treatment of Prisoners by Albert F. Richardson, Keeper of the Worcester County House of Correction and Reclaimer of Men

Albert F. Richardson, one of the most widely known deputy sheriffs in this city, was appointed keeper of the Worcester County House of Correction four years ago. He took the office with the understanding that the County Commissioners, who were anxious to have him assume charge of the institution, would stand behind him in certain changes in methods of handling the inmates which he proposed to inaugurate. Mr. Richardson believed that a House of Correction should be what its name implied—a place where erring men and women not criminals either through environment or temperament—might realize their transgressions and, at the end of their terms, leave ready to take their place in orderly society again without a prison stamp upon them. He had an unshaken faith in the virtues of the Golden Rule in preference to strict and rigid discipline. Ridicule, scoff and prediction of failure were faced by this new sort of jailer; in fact the County Commissioners alone among officials had their faith unshaken, and they only because of their unlimited confidence in the man himself. Tobacco for inmates once a day, reading in cells until a reasonable hour at night, a full half-day of recreation and sport in the yard each week with every rule against loud talk and laughter removed, the organization of the now nationally known "Shut-in Club" and its regular entertainments given by and for inmates alone—these are but few of the reforms which have taken place. People don't scoff at Keeper Richardson's methods today. Inmates released from his institution and who reclaimed their positions in well ordered society long since dispelled every doubt as to the wisdom of his course and without exception have given him credit for showing to them through prison walls the silver lining in every cloud. The following tribute to this "Golden Rule Jailer," written by one of the former "Shut-ins," recently appeared in the daily press. It isn't a literary masterpiece but it rings true—a striking vindication of every reform instituted by this man of Worcester to uplift his fallen brothers.

MY story is a true one and I know it will be interesting to my readers. It has to do with present-day methods made use of at the Worcester County jail and House of Correction, of which institution A. F. Richardson is keeper and master.

I believe in giving credit to him whose due it is. Let's break away from conventions and speak the good word, pay tribute before, not after, death! Nix on the after stuff; much good it will do him then.

I believe in handing it to him while he is very much alive and able to keep up his good work. It spurs him on to greater effort, and much good comes of it. And when his time does come he will go (not in fear and trembling) leaving this old world of ours indeed a better place for his having lived in, or on, it. Yes, and that fact will be due to the good word having been spoken before, not after, his demise.

Now, to my story.

The writer of this article has been there; he knows whereof he writes. In telling the tale of his own incarceration and reformation while there, he tells the story that many another inmate of that place could and would voice if called on for testimony. On first entering your pedigree is taken, and after that and other formalities are gone through with, you have been enrolled a full-fledged member, in good standing, of the widely known and justly famed "Shut-in Club."

How does one feel at the beginning? It's an awful feeling, believe me. It's then you come to realize that the way of the transgressor is indeed hard, and that the wages of sin are surely death. Mentally, you are strangely oppressed; upon you is the desperation of despair; hope apparently is dead.

ALBERT F. RICHARDSON

The iron has entered your soul; has hardened your heart and contracted it; your moral courage oozes out of you and you feel like a thing apart; the blue devils have you in their coils; and you suffer from temporary aberration of the mind. Some little time elapses before you realize just where you are at. Gradually you "learn the ropes," become acclimated.

I know you grow philosophical. You long to be free, but where's the sense, say you, in indulging in longings for the unattainable? All newcomers are so afflicted, and are very nervous and irritable, watching for a chance to make their "getaway." Failing in that, they settle down to their fate. At first, you are very mistrustful of the other fellow; you would trust him no farther than he could walk on water (not congealed).

At first, the sameness of the prison life grows monotonous; it gets on one's nerves. All this kind of wearisome existence falls away from you, once you get to know the master. You find him a likeable gentleman, who impresses you favorably right at the start. He teaches you that it is as easy, and better, to look for the good as for the bad. That if you keep your heart warm and your head cool, you will get along all right.

He awakens in you happy thoughts of a possible bright future; memories of the past that recall tender ties of near and dear ones. A resolve, a determination is growing strong within you to aspire to better things in the future than you have in the past, because of this intercourse with this humane man. It's a sure enough

healthy tonic for the troubled mind. Please remember that all kinds of characters are to be found here, blessed or cursed, with every and any old kind of disposition or nature. Man, 'tis claimed, was created after God's own image and likeness. Well, if such be indeed the case, then, judging by the great majority of the "noblest work of God" whom I have met, and know, the resemblance 'twen God and man stops right there!

Yes, there are some queer kinds of cattle walking about this old world on their hind legs. One would have to be rather well versed in natural history to classify them. Most people forget to be thankful for those things they do not get. Were they to get what they deserve—well, the Shut-in Club would have to be housed in more commodious quarters than they are now rusticating in.

What a difference 'twen the sowing and harvesting of wild oats. In the sowing you can have all kinds of help. At harvest time you must reap alone. The shut-ins know that; they know lots of things now. They know you can trade your reputation for money but you can't trade back. Here's another, "though it is but a short step from virtue to vice, it's something like a million miles from vice to virtue."

One more thing they know, that the hardest part of an easy job is getting it. Now, to govern, or control, such a body of men as the shut-ins, wisely and well, calls for, in the man on the job, executive ability of a high order and a certain degree of cunning, to match that of conniving and foxy inmates. The master mind must possess compelling powers, or force, in order to influence for good, those unfortunate men.

Remember, many of these men have been classed as incorrgiibles, lost beyond hope of redemption. Relatives and near friends have given them up when trouble came. Yes, they can be numbered among the lost legion, that is, up to the time they come under the influence of the master mind.

To do his work of making good citizens of these undesirables he must possess an instinctive knowledge of human nature; he must be quick and sure in appraising his man or men. His guidance must be by example, as well as by precept. He must ingratiate himself into their goodness; win their confidence and convince them that he has their best interest in mind at heart.

Working along these lines he soon succeeds in bringing their good qualities to the surface and keeping them there. Remembering now the different kinds of men he has to deal with, you will doubtless agree with me that it requires not alone tact, but a kind of power, of will-force, that cannot be acquired, does not happen by chance, but is, must be, born in one. Few are so blessed. This master mind is numbered among those few, and he makes everyday use of it, and with telling effect in checking further degeneration of the morals and manners of the flock of whom he is the shepherd. He believes, and shows he believes, in his talk with and treatment of the inmates, that there is some good in every man, regardless of past and present environment, in greater or lesser degree. His work is not to him a task, rather is it a labor of love. And the inmates know it and appreciate it, and in grateful spirit they endeavor in return to lighten his labors and lessen his troubles, so far as it is within their power.

Much of his success in winning so many of the inmates back to the good from the bad is due to a pleasing personality, coupled to a manly, straightforwardness in his mode of procedure. What is the result of this square deal style of treatment, you ask? Why, it's the one sure way to success; it means the saving of the immortal soul of that unfortunate man or woman who is lucky enough to come under the influence of him who is their keeper. "Like master, like man."

His chastening rod is the golden rule. He makes use of every way, every means, compatible with sense and reason, and with the right government of the institution of which he is the responsible head, to better or improve upon the spiritual, the moral, the mental, and the physical condition of each and every one of them, and he does it.

The word "fail" has for him no meaning. Persistent effort, or stick-to-it-tiveness, wins for him every time. That man, for a man he is in the truest sense the term implies, commands the respect, admiration and confidence of every man and woman within those walls, or who have ever been confined there under the present master.

How happens it so? The reason why, I have already told you in part, and in part only, for, it is not that words fail me so much as a fear that I have already trespassed too far on the space that was alloted me for my tribute to one, who does not only point the way to a better life for the 'down and outs" but, he places their feet in the path, and guides them day by day.

I believe that publicity is the mother of success! So, every body of men and women, organized or banded together for the uplift of the fallen, who reads of this man's good work, will be surprised, no doubt, but I hope agreeably so, by the news of the fact that there is good, very good, material among the members of the "Shut-in Club" for the making of good citizens and good Christians.

You also, you who believe, if your own words are to be believed, in patronizing home industries, get to work and help convert them into "desirables."

It can be done, it has been, and is being done by the Master of the House of Correction, Mr. A. F. Richardson.

Worcester, Mass. C. F. C.

Foreign Trade and Federal Aid

Charles H. Sherrill, former United States Minister to Argentina, declared at the recent annual banquet of the Silk Association of America that in order to get foreign trade we must go and take it away from the people who have it, adding that most of the people of the United States realized that we could not go and take away such trade from the present foreign control until legislative assistance from Washington is given along three lines.

One of these is the granting by the railroads of a differential rate to the seaboard on goods intended for export; another is that manufacturers should be permitted by law to combine in the effort to obtain foreign business.

The third direction in which the government's assistance is necessary is the building up of a merchant marine. "Something has got to be done about this by the government," he declared, "because under our present system of paying high wages—which, let us hope, will always continue—we cannot compete in shipping against countries which pay small wages."

Putting the Administration Aright with Business

Third Annual Meeting of the Chamber of Commerce of the United States Brings Business Men from All Sections of the Country to Washington—A Review of the Proceedings of the Most Important Sessions in the History of the Organization

By Mark N. Skerrett, Esq., National Councillor, Worcester Chamber of Commerce

MARK N. SKERRETT

PURSUANT to your wish, Mr. President, selecting me as councillor of the Worcester Chamber of Commerce, I attended the meeting of the National Council of the Chambers of Commerce of the United States which was held in the New Willard Hotel, Washington, on February 2nd, 1915, at 2.30 P. M., and took part in the proceedings of that body. A nominating committee, consisting of one member from each state, was elected, and the choice of Massachusetts was Edward A. Filene of Boston. The nominating committee met and selected Howard E. Cheney of South Manchester, Conn., as the Director of the National body from the New England States, and he in turn was unanimously elected.

The Convention itself opened on Wednesday morning at 10.30, with President John H. Fahey in the chair. President Fahey delivered a very stirring address and urged the delegates to acquaint the members of Congress from their respective districts with the business situation and urge them to take some action as soon as possible to help the business interests of the country.

Wednesday afternoon, Secretary Bryan addressed the Convention and made a strong plea for government-owned ships as a means to combat the prohibitive rates that are now charged by the various steamship lines on shipments of American goods for the export trade. He called attention to the excessive freight rates that are now being paid, in many cases aggregating 700 per cent. in excess of what they were less than a year ago. He made a plea for a merchant marine, for government supervision and government aid to American steamships or at least ships that fly the American flag. He went further than this and asked for the government ownership of American ships, but the latter statement was vigorously opposed by a number of the delegates. Mr. Bryan's course is too extreme, apparently, for a large number of the National Chamber, but he called attention to the monopoly that has thrived and the futile attempts that have been made to enforce contracts with the various European lines particularly, and made the point that some of the vessels have paid for themselves in two or three trips.

It is very apparent that he is a strong supporter of the President in the bill which at the time was being hotly debated in the Senate and which is popularly known as the "Ship Purchase Bill."

Wednesday evening the President addressed the Chamber and spoke about various phases of legislation that he is interested in, among other subjects referring to the great good that has been accomplished by the establishment of the Federal Reserve Banks.

Thursday morning Secretary McAdoo of the Treasury Department, met Senator Burton of Ohio in a debate upon the great question of the hour, the above-named Shipping Bill.

Both addresses were very interesting, but the majority of the delegates approve some legislation in favor of ship subsidies but that is as far as they, as business men, care to go. They are not desirous of stopping fair competition, providing the government can assure them that the situation will be relieved by government control rather than government ownership of Trans-Atlantic lines; and the same applies to the vessels engaged in foreign trade with South America and the Far East.

Secretary McAdoo said he knows of no protests by foreign governments against the bill, and anticipated no international difficulties if it were passed. He produced many letters from manufacturers and other shippers appealing for aid in their plight of possessing wares to sell abroad with no ships to carry them at a fair charge.

The success of the war risk insurance bureau, the revenue cutter service, the construction of the Panama Canal were cited by the Secretary as evidence of the government's ability to enter industry. "In 1914 the revenue cutter service saved nearly $10,000,000 of shipping property in peril at sea," he said, "and it saved, in addition to that, 450 human lives, and yet you say that the revenue cutter service should not be maintained because it cost the government $2,500,000 in 1914 to maintain it."

"When American commerce is in jeopardy, when freight rates are soaring to impossible points, hampering our commerce, affecting our material as well as our financial interests, affecting in large measure, indirectly, the direct life of the nation, I must confess that I have no patience with the idea that the American government must sit here with fettered feet and trammelled hands and refuse to protect the American business man and the American producer under circumstances of this kind."

Senator Burton, in the opening of his address, attacked the business men who shipped munitions of war to Europe to aid in the slaughter. Then he explained the high freight rates, declaring them to be due to the great risk involved. He ridiculed the administration for change in policy on the Shipping Bill. To pacify the seven insurgents, he said, the majority senators were proposing a minimum of government ownership: at other times, he said, it has been sought to establish

the Federal merchant marine permanently as a socialistic organization. "Is it intended to run at a loss and then turn it over to private enterprise?" he asked. "The result would be demoralization, the withdrawal from business of all private companies." Senator Burton denied that there was need for ships to carry South American cargoes, declaring those now running do not have enough freight to fill their holds.

The debate that followed was at times acrimonious, but the majority report of the Committee on Merchant Marine was, after a long discussion, referred in its entirety to the Chambers of Commerce of the United States with a referendum and is in brief as follows:

1st. Your committee consider that, owing to the world's shipping conditions, Government aid is absolutely essential to upbuild our Merchant Marine, and we recommend it be freely and adequately given.

2nd. We believe the proposed Government plan of purchase or construction even, if operation is avoided by chartering to private persons is wrong in principle and unwise, if the result sought can be secured by private initiative supplemented by reasonable Government aid.

3rd. The success of other nations in giving direct aid to establish oversea mail and freight lines should not be disregarded, unless we are satisfied equally successful results can be accomplished by better, cheaper and more efficient methods.

4th. We advocate the formation of a Federal Shipping Board and a Marine Development Company as outlined, the Company to advance funds to buyers or builders of steamers, and the Board to supervise our shipping, with full authority to handle all matters pertaining to our oversea transportation.

5th. We strongly recommend that Government license to operate shall be taken out by all lines, domestic or foreign, engaged in shipping between ports of the United States and other countries.

6th. We recommend amending the law for mail carrying purposes, the speed of first and second-class steamers being lowered and adequate compensation provided.

Your committee believe that the entire country is now aroused and that they desire this great national question settled by prompt Government action to restore our maritime power. This stain on our national escutcheon, this menace to our commercial advancement and prosperity, this danger to our nation's greatness, and source of weakness in case of war, this cause of irritation and loss of pride to every man that loves his country, this almost unexplainable position, by reason of our unparalleled success in other directions, should be swept aside, so that no longer shall our national progress be retarded. Our people wish to see the Stars and Stripes again fly proudly on every ocean, and in every port, and the right of our merchants to control our export and import commerce again realized for the protection of American industries. Until this comes about our people will not rest content, nor should they, if we still possess that national pride left to us as a proud heritage by our forefathers.

Secretary Redfield was the principal speaker at the banquet which was held Thursday evening. He defended the administration's policy toward business and at the same time asked for a more friendly attitude of "business toward business" in his address. Secretary Redfield said he was "deeply concerned" over the present commercial opportunities for the United States and that $100,000,000 a month could be added to the foreign trade of this country "if we could ship the stuff."

Mr. Redfield did not touch upon the ship purchase bill, which had been the subject of controversy during the day, but he declared that American opinion will not permit a steamship company to "deliberately, cynically, and openly break its written contract," and added that "they are ruthlessly and cynically broken."

"I tell you, gentlemen," he declared, "without regard to the remedy, get out of the way of American opinion when it learns the facts."

Mr. Redfield declared that the American merchant marine must be developed gradually, but that no foreign steamship company should have the right to deprive the United States of its opportunity. "What I want to get done in any way," he said, "is to move the goods and to open the shops and to get commerce going."

Secretary Redfield told of the work of the Department of Commerce in the last two years in the advancement of American commerce, and said that if funds were provided the work would be still further promoted abroad in the next few years. "We are endeavoring," he said, "as practically as we know how, and in every common-sense sort of way to serve the commerce of this country as fully as we can, and I think we are beginning to see signs of very encouraging progress."

Secretary Redfield declared it is the duty of the business men of the country to stop "crooked manifests, incomplete manifests, things concealed, and things painted to resemble other things." "Why must it be necessary to have one crook throw a shadow upon all American commerce?" he asked. I hope this body and every body representative of the honor of America, will say these things ought not to be so, and will condemn them. The attitude of business toward business is more essential to American commerce today than the attitude of the government toward business.

Charles S. Hamlin, governor of the Federal Reserve Board, spoke on the operation of the new banking system and its effect upon business conditions in the United States.

Closer commercial relations with South American countries was urged by Ambassador Naon, of Argentine, in an address before the Chamber, which he delivered Friday morning. He declared that as a result of the European war Argentina's imports of manufactures had been diminished $100,000,000, and suggested that the United States ought to supply this demand. He urged complete neutralization of commerce between the Americas in ships of all flags.

The problem of close commercial relations, the Ambassador said, was a practical question, and he expressed the belief that it would be solved sooner by a reciprocal study of the commercial methods and characteristics of the two countries. To that end he urged the creation of a special Argentina-American chamber of commerce.

The delegates voted to organize a committee to advise and co-operate with the Federal Trade Commission soon to be appointed by the President. Harry A. Wheeler, of Chicago, said the great amount of work to be undertaken by the commission can be made easier by the assistance of a number of the leading business men who will meet here frequently to consult with the commission members.

Harvey S. Chase, of Boston, one of the Commissioners appointed by President Taft on his "economy and efficiency committee," spoke. He distributed to his audience printed copies of a new form of the national budget covering the current fiscal year 1914-15, and also the new fiscal year 1915-16. Mr. Chase said in part:

"The present classifications of expenditures and of revenues of the United States government are not intelligible to the average citizen or even to the expert student of governmental affairs, unless he has devoted months and years to the deciphering of the classifications and to the definitions of the meanings of the terms employed. If we ask, 'How can this be?' 'How can the government's financial transactions be carried on at all, if not intelligently?' the reply must be that the government's transactions in detail are carried on most intelligently both on the expenditure side and on the revenue side. No fault can be found with the government's bookkeeping, although much fault may properly be found with the government's methods of generalizing these details and of publishing summaries."

The remedy, in Mr. Chase's opinion, lies in an annual budget message from the President to Congress. In such a message there would be a careful estimate of revenues for the coming year, aggregated to the total amount which may be expected to be available. Against this would be deducted, first, the fixed charges, such as interest on bonds, expenditures for pensions, etc. There would be deduction, too, of recurrent requirements for upkeep and maintenance of the public buildings, grounds, parks, and reservations. Having totaled these and deducted the total from the expected revenue, the President would next exhibit the unavoidable expenditures for military and naval purposes, for continuation of engineering projects of great importance, and for similar indispensible requirements. The total of these would be subtracted from the remaining revenue and an amount of revenue would be left which would be available for less mandatory purposes.

Mr. Chase said it is evident that such a budget, such an analysis of the finances of the government, of the purposes and character of expenditure, and of the relations of the latter to the expected revenue, would present a picture of supreme interest to every intelligent citizen in the country and one which would be of the greatest importance in the efficient handling of financial problems by Congress.

Among the resolutions adopted was one protesting against any interpretation of the income tax law which denies to the taxpayer the right to deduct from his income losses arising from transactions the profits from which it is his duty to include; and that the president of the chamber appoint a committee to present the resolution to the Treasury Department and to present arguments for reconsideration of its present rulings on this point; and further, that in the event the department does not see its way clear to grant relief from this unjust burden, the directors of the chamber take such action as is necessary to bring the subject to the attention of Congress, and to secure, if possible, amendment of the law, which will prevent the taxation of income which does not in fact exist by allowing the deduction from taxable income of all losses however incurred, actually sustained during the taxable year.

The tariff resolution sets forth that "in order to avoid the complete disturbance of business which invariably follows a general revision of the tariff, we believe that a permanent tariff commission for the continuous study of the subject would be organized with sufficiently stable tenure of office to be independent of all political consideration. All information secured by such commission, should be available to either House of Congress and to the President, should be confined to ascertained facts, and should exclude recommendations unless called for."

Arrangements will be made immediately at the headquarters of the Chamber to conduct the referendum on merchant marine questions, including government ownership and operation of ships, ordered Thursday after an extended debate on the ship purchase bill pending in the Senate. Reduction of the armament of the great powers of the world was urged by Edward A. Filene, of Boston, vice-president of the International Congress of Chambers of Commerce, in an address. Unless the world is changed from an armed camp, he said, the termination of the present war would be only a breathing spell before another one. The countries involved would be so impoverished, he said, that they would be poor fields for trade expansion.

He said an important part of the pioneer work for trade expansion must be done by American banks and bankers. He urged the necessity of just and stable conditions of ocean transportation and a method to insure them, a new type of machinery by which the national trade organizations can increase the power of members to acquire foreign trade, and a quality stamp that will insure to consumers that the American goods bought are reliable and trustworthy.

The Chamber of Commerce of the United States has accomplished a great deal, in my opinion. It has crystallized the feeling of the business men in the United States as it has never been done before. The business people of the country are alive to the situation that they must produce a united front. No wonder Congress regarded all business with suspicion,—even pity. The trouble was that Mr. Business Man had stuck to his own knitting and there was no crystallized force to defend and rehabilitate the good name of his calling. Yet right before its very nose were at least two illuminating precedents in national get-together that touched and benefited the humblest wage earner. Take union labor when the lithographers, for example, sought to prevent an invasion of foreign skill; they did not send a lobby to Congress. They had a national organization—the American Federation of Labor—to wage its national battles. When that organization spoke, it was the voice of all labor speaking in union.

So with agriculture. When the Kansas and Iowa farmers wanted a bigger seed appropriation, they appealed to the national watchdog of their interests, the National Grange, and it pleaded the case of all the soil. It got results, too. As Mr. Marcosson says: "Presidents who wanted to feel the pulse of business found no official wrist to hold. No one realized this more than Mr. Taft. That energetic American traveller had sat at the banquet table of many of these live-wire commercial organizations. He saw in them the leaven of a larger loaf. "All they need is co-ordination," he said.

The Chamber of Commerce of the United States is opening the eyes of the business men, large and small, to government facilities, the use of which will make them more efficient and prosperous.

And now, a word about another subject that will interest you. How many manufacturers, for example, know that there is such a thing as a bureau of standards in the Department of Commerce? Not a great many. Yet the simple gray building that houses it, in the outskirts of Washington, is the very citadel of efficiency—the heart of standardization. Here you can find a standard for anything ranging from the most delicate watch to a ten-ton steel beam.

Why standards, and what good are they to the small manufacturer, you ask? A standard is a measure of quality. Quality, whether in a headlight or a camera shutter, depends upon measurable properties. If these properties are not right, then the product is not right. You may be able to sell it at the start, but in the end the inequality will find you out and the consumer will buy something else. A definite standard cuts down the waste caused by defective materials, reduces the "overhead" and helps to block the way to failure.

What the Bureau of Standard does is simply this: It establishes scientifically the precise and accurate standard of weight, quality, measure, density or service. It may be for a gas meter, a watch, cement, clay for pottery, paper for printing or wrapping, or a hundred other things. John Jones or anybody anywhere, can get these specifications and apply them to his own needs or uses.

Take the case of ordinary paper. There are still some high-salaried buyers who purchase paper by the rule-of-thumb process. They taste it and crumple it up in their hands, and then think they have tested it. The Bureau of Standards takes this paper, weighs, analyzes, bursts, tears and does a dozen other things to it, and then it has a real standard of paper. You who buy, sell or make it can get this standard and apply it.

In the same way the humblest watchmaker out at Paxton can send a watch to the Bureau to be tested. Squedunk can send a watch to the Bureau to be tested. It will be timed in heat and cold, lying down, standing up, leaning edgewise. When it gets back home, he will know everything about it worth knowing.

Where does the consumer come in on this standardization? In uniformity and durability of output which can only result from the highest seasoned standards. Thus the chamber, by its campaign of education, really reaches all the people in some way.

You have seen the panorama of these varied activities unfold—what is the big significance of it all? In brief, the Chamber of Commerce of the United States is not only the voice of the new business, it is the keeper of the commercial conscience.

On behalf of the Worcester delegates I wish to extend our thanks to Congressman Winslow for the many courtesies he extended to us, and for the entertainment he so graciously afforded us. He gave freely of his time and energy to assist us in every way.

In conclusion, let me say that Worcester held her end up by the tireless energy of her efficient secretary, Herbert N. Davison. His wide acquaintanceship was of great value, as his counsel was eagerly sought by the delegates present, and his work in favor of a report that would be acceptable to the business of the country was of great value in finally submitting this great question to the Chambers of the United States for referendum.

Mr. Thomas B. Dawson, Mr. Hartley W. Bartlett, Mr. Charles E. Hildreth of the National Machine Tool Builders' Association, and the writer, attended every session, Mr. Dawson being particularly interested in foreign trade, Mr. Bartlett in Patent Law, Mr. Hildreth in the Federal Trade Comission, and your Councillor trailing along in the rear, greatly impressed with the vast magnitude of the business of the country and earnestly hoping and desiring that Worcester would get her share of the prosperity that must come to the business men of this great nation.

It is gratifying to think that Worcester's business men have done so much for this city, and I hope that this great work will continue.

Respectfully submitted,

MARK N. SKERRETT.

The Spearhead of Commerce

The Development and Operation of the New Foreign Agencies of the Bureau of Foreign and Domestic Commerce

By Mr. F. L. Roberts, Commercial Agent

As the trade of a nation expands in foreign fields it is necessary that the facilities of a Government in aiding its manufacturers and merchants develop their trade abroad, should also increase, in order that the business already gained may be retained and still further extended, in view of the sharper competition which ensues with foreign manufacturers. The Bureau of Foreign and Domestic Commerce, which is properly called the spearhead of the United States Department of Commerce, has been gradually increasing the efficiency of its organization and now, for the first time in its history, is represented abroad by three agencies which complete a chain for supplying information in regard to foreign markets for American products and protecting our trade abroad. These agencies are the Consular Service, which is under the direction of the Department of State, but whose commercial reports are handled by the Bureau of Foreign and Domestic Commerce; the Special Agents of the Bureau who are chosen for their technical knowledge of certain lines of industry and who investigate foreign markets for specific articles, and lastly the Commercial Attachés of the Bureau, who are stationed in the leading capitals of the world.

As far back as 1908, the late Major John M. Carson, then Chief of the Bureau of Manufactures of the Department of Commerce and Labor, called attention to the necessity for this country in increasing its activities abroad by the establishment of Commercial Attachés in order to cope with the equipment possessed by foreign Governments along such lines. In the year mentioned Germany had fourteen Commercial Attachés assigned to foreign countries, while Great Britain, France and Italy, also possessed a corps of such agents. However, it was not until 1914 that Congress, acting upon the recommendation of Honorable William C. Redfield, Secretary of Commerce, appropriated the sum of $100,000 to establish a corps of Commercial Attachés abroad. The duties of these officers shall be to investigate and report upon such conditions in the manufacturing industries and trade of foreign countries as may be of interest to the United States, the Attachés to serve directly under the Secretary of Commerce, and report to him.

Special Agents of the Bureau of Foreign and Domestic Commerce are appointed for a specific purpose, that of investigating foreign markets for certain lines of goods, such as cotton goods, machine tools, shoes and leather, hardware, electrical machinery, etc. In view of their exacting duties and restricted field of operation it is not practicable for Consular Officers to undertake special trade investigations on behalf of American manufacturers and exporters. The work of the Commercial Attachés is not intended to supplant in any way the efficient reports of the Special Agents and the Consuls. On the contrary, a most cordial cooperation between the different agencies involved seems assured and they are expected to work not only in harmony but in mutual helpfulness, one aiding the other.

To attempt a detailed analysis of the functions of the Commercial Attaché would be valueless. In a general way it is expected that he will act as the personal representative of the Department of Commerce and hence, of the American business public. In other words, a Commercial Attaché is a business diplomat. He will devote his entire time to commercial work, his territory will be many times larger than the usual consular district and his freedom of movement will necessarily give him many advantages in studying the trade of commercial nations. The primary object of the Commercial Attaché is to learn to know thoroughly the country to which he is accredited. He is to know not only the capital or chief port but the back country and its small cities. He is to meet and learn the views of all classes of men, officials as well as business men, rich as well as poor, educated and the unthinking. Much of the information which he acquires will be merely educational, it will merely form the background for specialized studies. The entire mass of accumulated data will be placed at the disposal of the officers of the Government and of the business men of the country. He will send to the Bureau of Foreign and Domestic Commerce information relating to the general advantages of trade and the possibilities of the extension of our markets abroad. These data will in turn be passed on to the American business men.

Secretary Redfield has stated that "What is essentially required of the Commercial Attaché is initiative, combined with practical imagination. It is not sufficient for him to learn, even with the most scrupulous care, all that is now done in the commercial field in his district and report fully thereon. This is but the beginning of his service. It remains to build upon this foundation the affirmative structure of our commerce. He should have vision to see what is not done, to determine what is needed and point out the way to get it. He should discern the articles not now made or sold in his territory for which a market would exist if these articles were properly made or well designed. He should advise how articles now sold are at fault, and how we may improve upon them. In brief, he should advise how we can better do what is already done either by ourselves or by others, and how we can do that which is not now done at all either by ourselves or by our competitors." The freedom of the attaché from duties connected with petty matters, his opportunity to travel at will in his district, his chance to establish connections in every direction, it is thought, will give him special value in the work of expanding and protecting our foreign trade. His headquarters will be equipped with books and records, indexes, references to sources of trade information, and similar facilities, and through the home office he will be kept currently advised on commercial conditions in the United States.

The following statement from the "Annual Report of the Secretary of Commerce for 1914" explains the method followed in choosing the Commercial Attachés, and gives their names and the places at which they will be stationed: "The Civil Service Commission prepared blanks for the examination required by law and kindly arranged to have the written examination take place at its offices in 12 cities. A committee of officers from both the State Department and the Department of Commerce was formed to conduct an oral examination in the case of such applicants as passed the written one, and carefully revised ratings were made based upon the actual results of these examinations. It was arranged and announced that the experience of officers in the Service of the Department of State and the Department of Commerce in actual commercial promotive work should be accepted in lieu of a portion of the examination, and it was provided by Executive order that consults who might be promoted to the attaché service should not thereby lose their standing in the Consular Service. As a result of the examinations the following appointments have been made:

A. H. Baldwin, commercial attaché at London, England.

Erwin W. Thompson, commercial attaché at Berlin, Germany.

C. W. A. Veditz, commercial attaché at Paris, France.

Henry D. Baker, commercial attaché at Petrograd, Russia.

Albert Hale, commercial attaché at Buenos Ayres, Argentina.

Julean H. Arnold, commercial attaché at Peking, China.

Lincoln Hutchinson, commercial attaché at Rio de Janeiro, Brazil.

A. I. Harrington, commercial attaché at Lima, Peru.

V. L. Havens, commercial attaché at Santiago, Chile.

William C. Downs, commercial attaché at Melbourne, Australia.

All of the above appointees successfully passed both the written and oral examinations, save those who were promoted from the Government service after a careful review of their experience in the kind of work the attaché will be required to do. Appointments of this kind were made in the case of Mr. Baldwin at London, Mr. Arnold at Peking, and Mr. Baker at Petrograd."

The Commercial Attachés with the exception of the officer to be stationed at Melbourne are now at their posts and have actively entered upon their duties. Business men who desire special information with respect to difficulties which they are encountering in the export field should take up the matter with the Bureau of Foreign and Domestic Commerce, and in the specific cases where assistance which is desired is not already available the Commercial Attachés who are in position to furnish the aid required will be instructed to investigate and report thereon. It is the aim of the Department of Commerce to make the Commercial Attaché Service so valuable that the business community will recognize the practical application of its work and find many and varied ways in which it can be used.

The Possibilities in the Foreign Trade Field

Some Idea of the Opportunities Awaiting the American Manufacturer in Distant Lands If the Producers of This Country Would Only Unite—Shown at the Annual Foreign Trade Council Convention

By Thomas B. Dawson, Delegate from This Chamber

IN this brief sketch of the recent National Foreign Trade Convention held at the Planters' Hotel in St. Louis, I propose to give the readers of THE WORCESTER MAGAZINE a view of the convention as I saw it, for it proved to be the greatest meeting in the interests of foreign trade ever held in the United States.

Manufacturers, merchants, bankers, lawyers, shipping merchants and railroad men, every one of them leaders in their respective lines were present and to see the interest which they manifested was sufficient proof, to me at least, that they have the unselfish interest of the whole nation at heart. Never before did I ever see a body of men attending a convention confine themselves so strictly to the business at hand. Personally I was not outside of the hotel more than one hour during the entire time the convention was in session and it seemed to me that almost without exception all the delegates were present practically every minute.

The interest shown in the remarks of the speakers, the practical discussions which followed and the fine spirit in which all subjects were approached and handled, was an object lesson on how our great businesses are made successful. It seemed as if the managers of the convention applied their most approved methods of scientific management to bring out the best efforts from everyone; and while the delegates worked at top speed, none showed any appearance of fatigue.

Some idea of the importance of this convention in the minds of the industrial leaders of the country can be gained from the following list, only a few of those present: James J. Hill of the Great Northern Railroad; John Bassett Moore, former councillor of the State Department; J. J. Arnold, vice-president of the First National Bank of Chicago; W. L. Saunders of the Ingersoll-Rand Co. of New York; Professor Gay of Harvard University; Secretary of Commerce Redfield, and J. Louis Shaefer, vice-president of W. R. Grace & Co. of New York.

The convention sessions were divided into two parts —the general sessions, where the addresses and discussions were conducted; and the group sessions where questions affecting export trade were carried on.

These group sessions were to me almost as important as the addresses and discussions in the general sessions, for they brought out the opinions of many men who took different views of the same subject, all intensely interesting and instructive.

The great aim of the convention was to show the necessity for foreign trade, the opportunity which this country now has to get it and the demand was iterated and reiterated to *do it now* while the opportunity awaits us.

The men attending this convention were not of that type which would be called in ordinary parlance "pushing men"; they were instead men of good judgment, with a fixed determination to accomplish what they set out to do. That they will do it is predetermined and the laggard will be where he has always been—left in the race. They showed no disposition to wait until a more convenient time, but were determined to push on with the energy and determination which is so characteristic of the American people.

One of the most noticeable features of the convention was the endeavor that every speaker made to impress on his audience the enormous advantages which would accrue to the manufacturers of this country by properly exploiting the foreign export trade. They declared that this foreign trade should not be left to the large manufacturers and exporters alone, but that the smaller manufacturers were entitled to and just as capable of acquiring a part of the business.

These smaller manufacturers, it was admitted, may not have the means individually to secure this foreign trade; but it was pointed out that they have the ability to carry on such a branch, and by co-operating with each other could readily secure the means. In fact it is really the smaller manufacturer who, by reaching many customers with many articles in foreign lands blazes the way for the larger manufacturer. Inasmuch as his wares are so numerous and he comes in contact with so many different individuals and firms, the name of the United States of America becomes well known and the reputation of "Made in the U. S. A." is established for others.

It was also the general opinion that our goods should be sold by direct personal representation and by Americans who know the countries, not by foreign export houses or by ineffective circulars. The speakers laid great stress on this point.

It does not seem that it should be necessary for such efforts to be made to induce our manufacturers to embark in the export trade with South America, Russia, Japan and China, when the opportunities seem so apparent. It is well known that we are fast losing our position as an agricultural nation and must depend more and more on our manufacturers for support.

We pride ourselves upon our abilities, and justly so, and we should not be content to sit quietly by and see England and Germany build up this tremendous export trade without securing a share of it.

It has been said to me that England and Germany were better fitted for the export trade than this country. I ask the question of the descendants of the men who exported themselves from England to America to found new settlements, to create new trade and industries, if they are not fitted by disposition and brain power to cope with any people in the world?

John Comrie MacInnes

Founder and Developer of the John C. MacInnes Co., One of the Great Department Stores of Worcester, Is Taken by Death—A Public Spirited and Charitable Citizen, an Ever-Living Exponent of the Golden Rule

NOT within the memory of the oldest inhabitant has death taken so many prominent men of Worcester in a single winter. Every profession, every craft, every type of business have been invaded, until it seems as if the Grim Reaper had a preconceived plan in mind to pick out the very leaders of the business life of the city.

In the closing days of February he struck again—this time in the mercantile field and from it removed one of the truly great developers of Worcester's mercantile life—John C. MacInnes, president and treasurer of the John C. MacInnes Co., one of the great department stores of the city and president of the Allen-Higgins Wall Paper Co.

The abrupt ending of the life of this business man of Worcester left a city dazed and sorrowing—a genuine feeling of regret that extended from the highest and most exclusive circles down into the most humble tenement — for above all else John C. MacInnes held to and exemplified the precepts of the Golden Rule.

Though Worcester gave him his opportunity and provided him with fertile fields from which he won a fortune, still the city remains his debtor a hundred fold; for if example counts for anything, every day of John C. MacInnes' busy life is a lesson in itself, which, if honestly followed by the younger generations now developing in the marts of trade, will place the Heart of the Commonwealth without a peer among American municipalities.

It has been said that the development of any business to an extent where hundreds of workers are employed reduces the employees to little less relative importance than a cog of any great massive machine—simply a unit to be replaced when it wears out. Such an order of things can never be laid against John C. MacInnes. Notwithstanding the fact that his great department store has over 350 people on its pay roll, every person employed was a fellow being to its founder. He met them all on equal terms. He made them feel that they were responsible for any success or failure which might result. He inspired them personally and his genial and democratic ways won from them a loyalty that has been proverbial in the annals of retail business in Worcester. No employee ever left the John C. MacInnes Co. except for incompetency or when opportunity elsewhere would better them; and in the latter case Mr. MacInnes was the first to advise them to accept if he believed their chance for improvement had come.

No employees of his ever had to worry about retaining their positions, if sickness or other misfortune kept them away from their task. In fact the health and welfare of his workers were important above all else in the mind of Mr. MacInnes. Many employees stricken with tuberculosis were able to beat off this plague through his influence; for the best sanitarium, the best physician and the most modern treatment was always provided—with every expense borne by their employer. This course he persued without exception in other cases, some more serious, others less so—but all important in his estimation.

Some employers may question the wisdom of expending thousands of dollars to effectively carry out such a policy, but the success achieved by the John C. MacInnes Co. refutes every argument against it. Employees so treated felt that they were of some consequence to their concern; they repaid this attention with ever-increasing efficiency and loyalty.

John C. MacInnes' generosity did not stop with his employees. He was reckoned among the most generous givers to every cause to relieve suffering and promote the welfare of humanity. Yet he did all this without

Memorial

ADOPTED BY THE MERCANTILE COMMITTEE OF THE WORCESTER CHAMBER OF COMMERCE ON THE DEATH OF

JOHN C. MACINNES

The members of the Committee on Mercantile Affairs of the Worcester Chamber of Commerce, mourning the loss of their late fellow member, John Comrie MacInnes, places this memorial on its records as a tribute to his memory, and a token of the respect and love felt towards him by his associates. During his long business career he was best known as a merchant, and thousands of people in the community who did not have the pleasure and honor of a personal acquaintance with him learned to revere, respect and honor the name of John Comrie MacInnes, because of his honorable and straightforward methods of doing business with the public. His business associates will miss him in their councils as an adviser of rare abilities and sound judgment. Those who enjoyed the honor and good fortune of a personal acquaintance and friendship with him, will miss him as the true friend who was always kindly in word or deed. An honorable business man, a true, generous hearted friend and, a useful and respected citizen.

The Worcester Chamber of Commerce deplore his loss and offer to those connected with him by ties closer than those of business associates or personal friends, its tenderest sympathy, at the same time recalling to them the consolation that of his life's work can truly be said, "Well done, good and faithful servant."

display and preferably, when such was possible, anonamously.

Aside from his retail business, which he built up from a small and insignificant store into one of the greatest retail department establishments in New England, Mr. MacInnes was one of the developers of the Allen-Higgins Wall Paper Co. in the Greendale district, an industry which now has a national reputation in the manufacture of high grade wall paper.

A native of Scotland, born on Auchtermuthill farm, a part of the Drummond Castle estate, Mr. MacInnes never entirely got away from his early agricultural environment. He made modern breeding and agriculture his greatest recreation. Through it he came to know every live farmer of Worcester County personally and few, if any, but what at one time or another were his guests at Overhill Farm, his summer home of 800 acres, on Packachoag Hill.

For many years Mr. MacInnes concentrated in the raising of blooded cattle and achieved a national reputation for the quality of stock which he produced here. His genius in this line was recognized throughout the country, and in addition to membership in the leading cattle breeding associations he served at one time as president of the Dutch Belted Cattle Association.

In our own Worcester County Farm Bureau, Mr. MacInnes was one of the most enthusiastic supporters and his sudden death strikes hard on this new organization which is destined to do so much for Worcester County agriculture. In this, as in other movements which he believed in, Mr. MacInnes was among the first to pledge money, to enable it to have a fair start and demonstrate its value.

In reviewing the active career of Mr. MacInnes, it can be said of him, as of few successful men never in public office, that there was no office within the gift of the people which he could not have had, if he so desired. On innumerable occasions he was approached to be a candidate of his chosen party, the Republican, but he never would change his policy—a private citizen always interested in his city, ready to help as one of the rank and file, but ever shunning the limelight of public office.

The Chamber of Commerce, and in fact every organization fortunate in having Mr. MacInnes as an active member, sustains a serious loss in the passing of this successful merchant of Worcester. He was one whose influence was always desired, for his suggestions and advice when asked was always based upon the greatest good for the greatest number, irregardless of whether it might at the time appear, that he would personally sustain financial loss.

On Saturday, February 27, Mr. MacInnes was laid at rest; yet despite the fact that this was the busiest mercantile day of the week, all Worcester merchants paused in their rush of business—a tribute to further emphasize their love for such an honorable competitor.

Japan's Aid to Merchant Marine

The 1915 subsidies to be granted by the Japanese government to its various lines, are as follows:—

European line	$916,403
North Pacific line	1,477,388
South American line	151,953
Australian line	91,653

Worcester People in the public eye

Hon. Philip J. O'Connell

Judge Philip J. O'Connell

HON. Philip J. O'Connell was last month appointed a justice of the Superior Court by Governor David I. Walsh, receiving his commission February 26.

Judge O'Connell is a native of Worcester and is 44 years of age. After serving in the Common Council and Board of Aldermen he was elected Mayor of this city when he was 31 years old.

Judge O'Connell is prominently identified with the Worcester Country Club, is a director of the Worcester Free Public Library and is connected in an important official capacity with many leading Catholic societies and philanthropies. He was one of the special committee of the Board of Trade on the elimination of the northern grade crossings and has been identified with other prominent public undertakings.

He has always been a zealous advocate of Democracy and this with his legal attainments made his choice a matter of certainty to his friends.

Judge O'Connell is married and resides at 126 Vernon street.

Dr. G. Stanley Hall

Dr. G. Stanley Hall

DR. G. Stanley Hall, president of Clark University in this city, and one of the foremost educators of the world, has been appointed a trustee of the Massachusetts State Library.

The development of Clark University into one of the leading institutions for research work in the world is due in a large measure to Dr. Hall. He came to Worcester to assume charge of the University when it was opened twenty-six years ago, and has been its active head ever since. Dr. Hall, in addition to his various executive duties at the University, has always maintained active interest in the various publications which emanate from the institution.

The Commonwealth is to be congratulated upon securing in him such an exceptional man to advise it upon any matter concerning the State Library, either in its operation or upon any future new policies which may come up for consideration.

Hon. John E. White

Hon. John E. White

IN selecting Hon. John E. White as president of Worcester National Bank, the directorate have won the unanimous approval of all the varied business interests of the Heart of the Commonwealth, for without exception it is the firm belief that in this new president the city of Worcester gains a worthy successor to Mr. Alfred L. Aiken, who resigned the position to become Governor of the Federal Reserve Bank at Boston.

Few men of the Commonwealth have a wider acquaintance in financial circles than this new president of Worcester's oldest banking institution. He has devoted his entire life to financial affairs and comes to his city well qualified to uphold the high standards developed by the Worcester National Bank.

Mr. White is no stranger to Worcester. Through his seats in both branches of the General Court and later as State Auditor he made many friends among the substantial business men of this city. He entered upon his new duties on February 15, his resignation as president of the Martha's Vineyard National Bank having been accepted earlier in the month.

Mr. White is 42 years of age. He was born in Lawrence and began his business life as a boy in the National Pemberton bank of that city. He was called to Martha's Vineyard in 1894; was made cashier of the National bank there as soon as he had attained his majority and was elected president in 1902. He is married and has already moved his family to Worcester.

John F. Gannon

John F. Gannon

WORCESTER gets representation on the Board of Trustees of the Massachusetts Agricultural College in the recent appointment of Mr. John F. Gannon, one of the assistant superintendents of public schools in this city.

Mr. Gannon has devoted his whole life to educational work. Prior to his election as assistant superintendent of schools two years ago, he was connected with the teaching staff of Classical High School. Aside from his educational work Mr. Gannon has been prominent in fraternal and charitable organizations of Worcester.

His appointment to this new office will not interfere with his duties in Worcester, but will be of material assistance to him in his work here, as he is interested in spreading the virtues of intense agriculture among school children.

Atty. John H. Meagher

John H. Meagher

AMONG the many appointments made by His Excellency, the Governor, and confirmed by the Council, is that of Atty John H. Meagher as public administrator of Worcester County.

Mr. Meagher is a member of the firm of Meagher & Zaeder of this city and is one of the best-known members of the Worcester County bar.

His duties as public administrator will have to do with the settling of estates of persons who die leaving no known heirs in the Commonwealth and on whose estate no other qualified persons take out administration papers.

Prof. Ira N. Hollis

Prof. Ira N. Hollis

PROFESSOR Ira N. Hollis, president of Worcester Polytechnic Institute, has been selected by Governor David I. Walsh to represent Worcester on the Massachusetts Committee to Promote Work.

Prof. Hollis is one of the best known technical men of the State and has a wide acquaintance among engineers and manufacturers.

The Committee is to take into consideration the serious condition existing among thousands of workingmen throughout the State who are now out of employment, and to devise, if possible, some means of providing work for them.

Dr. Hugo O. Peterson

Dr. Hugo Peterson

MAYOR George M. Wright named Dr. Hugo O. Peterson for city physician early in the month, selecting him from a field of several younger Republican physicians of Worcester.

Dr. Peterson was confirmed by City Council later in the month, the members voting on straight party lines.

He appeared before City Clerk W. Henry Towne the following day, took the oath of office and immediately entered upon his work.

Dr. Peterson is prominent in Swedish circles and active in Republican politics in the city. He succeeds Dr. George A. Power who was appointed by Mayor David F. O'Connell three years ago and whose term just expired.

WORCESTER A QUARTER CENTURY AGO

March, 1890

The First Move for Electric Cars

This month was a memorable one for several members of the City Government; it gave them their first opportunity to see an electric street railway in operation and the sensations of a first ride in an electric car.

The Worcester Street Railway Co., which was operating horse car lines in this city, had filed a petition with the City Council, seeking permission to begin the electrification of its property, claiming that in cities where the experiment had been tried out, it had worked to a point of success far beyond the fondest expectations of its promoters. The Worcester corporation desired prompt action on part of the city, if it was to be allowed to transform its lines, for several additions to routes were contemplated during the year, necessitating additional rolling stock and other appliances, all of which would be of a different type if electricity was to surplant the slow plodding horses.

In accordance with the request of the petitioners, both branches of the City Government took the matter up without the usual delay, and early in the month visited Boston and Lynn, where the so-called "single trolley" systems were in operation. The day selected followed directly a 24-hour storm of snow and rain and Boston streets were deep with slush. Upon arrival at the Hub the curious and interested delegation of Worcester officials found the horse car lines—for there were some still doing business—in all kinds of difficulties to keep the cars in operation, even with four horses on each piece of rolling stock. The West End Street Railway Co., the first Boston experiment with the "horseless" cars was, on the other hand, giving one of the most striking demonstrations of the superiority of electricity; its electrically driven ploughs had every line cleared of snow and slush; its cars—even then with a power equal to a dozen horses—had not missed a trip and were marvelously close to scheduled time on every route.

Special cars were provided for the Worcester delegation and their hosts and after riding over the various Boston lines, with many of the visitors as happy as a group of youngsters on their first excursion out of town, they were all taken to the then great car-barn in Roxbury, where the company had a structure capable of housing 225 cars and a power plant proportionately as large.

Later in the day the Worcester officials visited the city of Lynn where a smaller but just as efficient electric line was in operation.

Later in the month a smaller delegation visited Meriden, Conn., where the 'double trolley" system was in operation.

Newspapers reported the city officials jubilant over the electric street railway after both inspection trips and predicted immediate action in favor of the Worcester Street Railway Co.'s petition, with the single trolley system recommended for Worcester.

Their predictions, however, failed to materialize for the end of the month came and no decisive action on part of the City Government had been taken. As a result the directorate of the street railway formally announced that it had abandoned its plan for electrification for 1890 at least and would proceed with extensions as originally planned to provide horse car service.

Nevertheless the doom of the slow and none too convenient horse car was in sight. Worcester was interested in its successor. The great trolley system which this city boasts today got a mighty start from that Boston excursion.

Post Office Agitation on Again

A renewed fight, backed by some of the most influential citizens of this city, was started early this month to prevent the erection of the new Post Office in Franklin Square. Though petitions bearing 4000 names which went to Washington six months previous had failed to make any noticeable impression, new ones were put out and their circulators anticipated a list at least double that number when their labors were finished.

P. L. Moen, Stephen Salisbury, Ex-Mayor Samuel Winslow and others were among the opponents of the site accepted by the Federal Government. They asked for a more central location, preferably on Front street, midway between the station and City Hall. In support of their claim they had statistics compiled which showed that more than six-tenths of all the mail received in and dispatched from Worcester was handled by concerns and individuals living north of Harrington Corner.

Uniting the Merchants

Co-operation between business men, as evidenced by our own Chamber of Commerce, directly benefits every person engaged in trade—this goes without saying in these progressive times. But back a quarter century ago those advanced enough to foresee its virtues had an unblazed trail before them and all kinds of obstacles to battle with. The Hat Furnishing and Boot and Shoe Association was the only alive body of business men, and early this month it took a most important step to modernize the retailers of the city. It sought to fix regular hours for closing retail establishments at night, thereby shortening the hours of work for employers as well as employees and to demonstrate to the shopping public that it did not need 16 hours every day but Sunday to do its trading. From this date can be traced the beginning of Worcester's present standard of closing shop every night at 6, except Saturday night.

Odd Fellows' Home Site Selected

The State Trustees of the Massachusetts I. O. O. F. visited Worcester late in the month and inspected that estate donated to the organization by Thomas H. Dodge as a site for the Massachusetts Odd Fellows' Home. Before the day was over they had agreed upon the exact site for the proposed building, on the crest of the property overlooking the city.

Across the Red Sea and Half Way Through the Wilderness

There are now three modern commercial organizations in New England fully equipped with the necessary funds and machinery to do effective community development work in the places where they are located—the Boston Chamber of Commerce, the Providence Chamber of Commerce and the Worcester Chamber of Commerce. And the greatest of these is the Worcester Chamber of Commerce.

We don't have to prove this statement. We admit it.

In spite of hard time, the war, bread lines, income taxes, anti-business legislation and total depravity generally, this organization continues not only to grow and flourish, but to strike its roots deeper and deeper into the soil of the Heart of the Commonwealth.

In this period of suspicion, star-gazing and psychology, it is refreshing to find something actually growing in this country and although we hate to talk about ourselves, we are almost compelled to because of the universal gloom hanging over the United States and the fact that Worcester seems to be the only place where the sun's rays are striking through.

While most of the commercial bodies in America have, since 1912, not only gone away back and sat down but actually fallen fast asleep, there has not been a time in the last ten years when this body has been as active as it is today in every possible direction. Nor a time when it was so increasingly useful nor as widely employed; nor so well supported.

In this time of stress and storm the remainder of the United States must come pretty near taking off its hat to Worcester and to its most successful business body, for we believe this affidavit constitutes a record.

In this city, at any rate, it is a badge of good citizenship to belong to the Chamber of Commerce, and the man or the corporation that doesn't belong can't expect to keep step with the American Patrol, the echoes of whose pulse quickening measures are already being heard in your Uncle Sam's bank vaults and counting houses, but whose full diapason will not fill our souls with capture until little old 1917 smiles its first sad sweet smile into the face of careless but chastened Miss Columbia.

EDITORIAL REFLECTIONS

Entre Nous

WE seem to be doing a good deal of talking about ourselves in this issue and, truth to tell, we can't very well help it. The fact is there has been a "chief among us taking' notes and faith he'll prent 'em." We have alluded to our sturdy growth as a body, but not in a vain-glorious way, we trust, and we have called attention to the latest addition to our steadily increasing family of departmental children, the Foreign Trade Commission. We want to say a word or two now about three other enterprises that we are carrying on.

First and foremost is our new Credit Reporting Bureau. This has been taken over from the Fidelity Mercantile Agency, the Chamber paying $6000 therefor, and it has been installed in the Mercantile Bureau under Mr. Clapp's personal supervision and under the general supervision of the Executive Committee, who have been designated by the Directors to manage its affairs.

The officers of the Chamber of Commerce believe that the advantages of a credit reporting service ought to be enjoyed by every merchant in Worcester. They are not satisfied that this service as at present operated is perfect and they do not know as it ever will be, but they are determined to improve it if possible. To this end, investigation as to what has been accomplished in Cleveland along similar lines has been started; and every other city maintaining a live credit reporting agency will be drawn upon for the latest and most efficient ideas. And as fast as they are found desirable they will be incorporated here. The old telephone number of the Fidelity Mercantile Agency has been retained. Mr. Clapp is giving the special reports asked for by the customers his personal attention.

Our Bureau of Employment and Relief has already expended over $2000 in relieving the suffering of Worcester men and women who find themselves in straightened circumstances this winter through no fault of their own, and the end is not yet. Hon. Charles G. Washburn is the Chairman of this Bureau and has proven literally a hard working chairman, keeping his Committee in session even on Washington's birthday. He has received splendid co-operation from Mr. George F. Booth of the Gazette, Mr. George T. Richardson of the Post, Carl Bonney, Miss Miriam F. Witherspoon of the Associated Charities, and indeed the whole Committee and not only the poor but the whole city is under a debt of obligation to these devoted men and women for coming to hand grips with an almighty distressing problem. Hundreds of our members who have not contributed to this particular Bureau, are, to the writer's certain knowledge, caring for dependents.

Lastly, our WORCESTER MAGAZINE now has a little brother. His name is the Worcester Chamber of Commerce Review and he makes his appearance every fifteen days. He isn't very big and he isn't very strong, but like most infants he can "holler," and he is doing that lustily—"hollering" for Worcester and the Worcester Chamber of Commerce.

Our Foreign Trade Commission

THE activities of the Worcester Chamber of Commerce must now be grouped under seven heads, as follows:—

General Office:
Worcester Magazine.
Chamber of Commerce Review.

Transportation Bureau:
Deputy Collector Port of Worcester.

Bureau of Mercantile Affairs:
Credit Reporting Bureau.

Farm Bureau:
Government Advisers.
Market Gardeners' Association.
Co-operative Exchange.

Industrial Bureau.
Bureau of Civic Affairs.
Bureau of Employment and Relief.

In addition to the above, the necessary steps have just been taken to form a Foreign Trade Commission from the ranks of the Foreign Trade Committee, with Hon. Edward F. Fletcher of the Worcester Brush & Scraper Company and an honored Ex-Mayor of this city, as Chairman, and W. G. Armstrong of the Worcester Pressed Steel Company as Secretary. This body hopes to rival in some particulars, if not in all, the very excellent work done by a similar group of men in Pittsburgh.

It is the intention to make this Commission a clearing house for orders coming into New England from abroad. They will be sent to Worcester manufacturers as fast as they are received, if there are manufacturers here that are in a position to compete; if not, to other Massachusetts manufacturers or to those of all New England.

The Worcester Chamber of Commerce has waited in vain for the tide water bodies of New England to take up this great and momentous subject of Foreign Trade, but as they have so far neglected to do so, we have determined to do it ourselves.

Any importer in any nation on the globe who desires anything made in America will confer a favor upon us by forwarding a copy of his order to the Foreign Trade Commission of the Worcester Chamber of Commerce, W. G. Armstrong, Secretary. We will give the order our personal attention and will endeavor to place it to the best advantage for the purchaser without asking for a cent's worth of brokerage.

If any member of this Chamber or any outsider whose eyes may chance to fall on this paragraph has received inquiries from abroad that he cannot fill himself, we will appreciate it if he will forward a copy of the same to this office and we will endeavor to find somebody who can supply the demand.

While of course we prefer correspondence in English, that is not imperative. Inquiries, orders or correspondence in other languages will be cheerfully and accurately translated.

Worcester Chamber of Commerce
Worcester, Massachusetts, U.S.A.

"IN THE HEART OF THE COMMONWEALTH"

Officers

President, J. Lewis Ellsworth
Vice-President, Chandler Bullock
General Secretary, Herbert N. Davison
Treasurer, H. Ward Bates
Auditor, Frank B. Messinger
Clerk, Dana M. Dustan

Directors

Walter H. Allen
Curtis R. Blanchard
John E. Bradley
Chandler Bullock
Moses Gross
J. Harvey Curtis
C. Herbert DeFosse
Edward F. Fletcher
J. Lewis Ellsworth
Richard J. Healey
Albert H. Inman
Wallace T. Morley
Charles H. Norton
Robert W. Rollins
Walter D. Ross
William H. Sawyer
Mark N. Skerrett
Albert A. Spaulding
George W. Ward
William J. Woods

Executive Committee

Walter H. Allen, *Chairman Traffic Bureau*
John E. Bradley, *Chairman Industrial Bureau*
Albert H. Inman, *Chairman Mercantile Bureau*
William H. Sawyer, *Chairman Bureau of Civic Affairs*
J. Lewis Ellsworth, *Ex-officio*
Chandler Bullock, *Ex-officio*
Herbert N. Davison, *Ex-officio*

First Assistant Secretary and Associate Editor Worcester Magazine
William J. Conlon

Advertising Manager Worcester Magazine and Assistant Secretary
Herbert L. Fiske

Worcester Magazine Committee
Robert W. Rollins, *Chairman*

D. W. Abercrombie
George F. Booth
Thomas T. Booth
Frederick Bryant
Irving E. Comins
Fergus A. Easton
Frank S. Fay
Edward F. Fletcher
James N. Heald
Clarence W. Hobbs
Herbert A. Maynard
Charles H. Norton
George T. Richardson

The Traffic Bureau

Traffic Manager
Joseph H. Lane

Assistant Manager
Henry A. Rousseau

The Bureau of Mercantile Affairs
Edward B. Clapp, *Secretary of Bureau*

Current Events

General

February 1. Founders' Day observed at Clark University, with Dr. Ralph S. Lillie, professor of biology, as speaker of the day.

7. District one of Grand Lodge of B'Nai B'Rith opens annual convention at The Bancroft by subscribing $1000 for relief of sufferers in the Holy Land.

Rev. Dr. Robert MacDonald, of Brooklyn, accepts call to become pastor of Plymouth Church.

10. Worcester District Medical Society begin movement to have Summer street asylum retained for psychopathic hospital.

14. Rev. Dr. Charles B. Elder, pastor of Church of Unity, notifies congregation of his intention to resign on April 1, at the completion of 10 years' continuous service.

17. Hon. Philip J. O'Connell named for Superior Court judgeship to succeed the late Judge John B. Ratigan.

20. New home of Knights of Pythias, on Court hill, dedicated.

23. Edward Clinton Wilson, fellow at Clark University, elected to chair of education in Texas Christian University.

City Affairs

February 1. City Auditor report shows valuation of city property to be $21,8[illegible],45.10, an increase of $2,016,334.81 over the preceding year.

Mayor Wright, in special message, urges City Council to provide funds to enable citizen of city to secure work.

The budget of the Mayor submitted to City Council and adopted, totals $4,234,515.64, less revenues, a reduction of $1,061,427.86 from the estimates as filed by heads of departments.

2. Representative citizens attend hearing at State House on Mayor Wright's bill for a public street across the Common.

4. Governor David I. Walsh orders the disbandment of Battery B and grants petition for new battery to be organized under direction of Capt. John F. J. Herbert.

11. Total enrollment of public schools 24,465.

15. Rev. Dr. John J. McCoy reappointed a member of the Playground Commission for a term of five years.

City Council adopts a "pay-as-you-go" ordinance which will steadily decrease the city debt.

City Council adopts budget for 1915 with all reductions recommended by the Mayor.

David A. Scott, ex-alderman, elected trustee of City Hospital to fill vacancy caused by death of Henry F. Harris.

Rufus B. Fowler reappointed a member of the Parks Commission for a period of five years.

18. Legislative Committee on Counties reports in favor of referring new District Court bill to next General Court.

Senator Hobbs files petition and bill to have State authorize a referendum vote on diagonal street proposition in Worcester.

Foot and mouth disease breaks out among hogs at Home Farm piggery and all stock ordered slaughtered.

23. Board of Assessors file petition asking for increase in salary from $2100 to $2400.

Industrial

February 1. John E. White of Vineyard Haven, former State Auditor, elected president of Worcester National Bank.

2. Merchants National Bank directors decide upon erection of a new building on site of present bank, to be approximately the same height as adjoining building and to be used exclusively by this institution.

Economic Machinery Co. incorporates under Massachusetts laws with capitalization of $250,000.

16. Rawson Cigar Co. bought by James T. and John J. Britt.

18. Westboro car barns and 10 cars of Boston & Worcester Street Railway Co. burned; loss of nearly $100,000.

20. Herbert Lincoln Adams, formerly of Massachusetts Corset Co., begins duties with Knox Motor Co. of Springfield, and is elected a director of Springfield Board of Trade.

27. Denholm & McKay Co. announce increase in common stock from 3000 to 5000 shares to be offered at $135 a share.

Necrology

February 1. Of cancer, at his home, 35 Maywood street, Hon. John B. Ratigan, justice of the Superior Court, aged 55 years, 1 month and 12 days.

12. Of cerebral hemorrhage, at his home, 49 West street, Charles D. Lamson, president of Worcester Gas Light Co., aged 73 years and 10 months.

16. Of heart disease, at his office, 571 Franklin street, Edward P. O'Neill, owner and manager of the Franklin Loan Co., aged 58 years.

24. Of heart failure, at his home, 42 Harvard street, John C. MacInnes, president and treasurer of the John C. MacInnes Co. and president of the Allen-Higgins Wall Paper Co., aged 65 years, 7 months and 21 days.

25. Of cerebral hemorrhage, at his home, 12 Kenilworth road, Arthur M. Taft, widely known attorney, aged 61 years and 27 days.

Bank Clearings

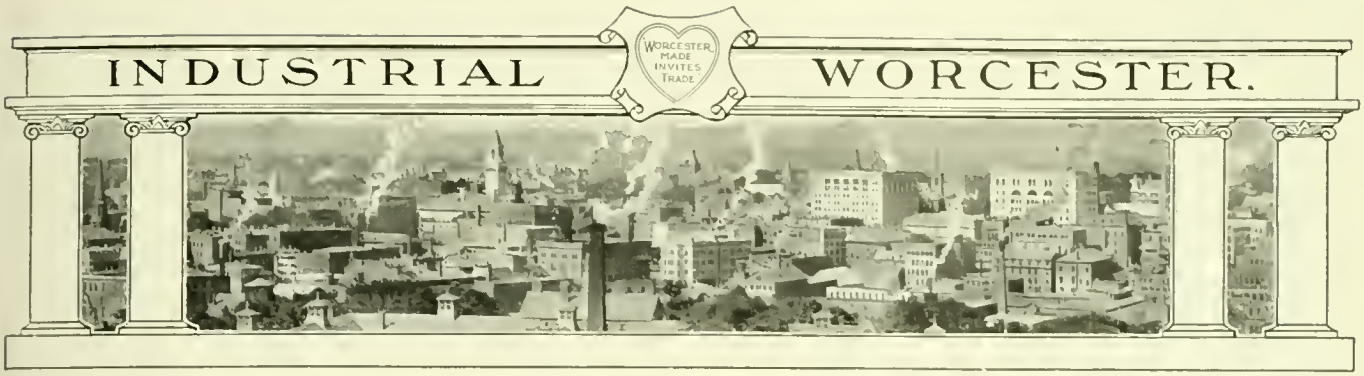
Bank clearings in Worcester for February totalled $9,227,183, a decrease of $474,483 from the same period in 1914.

Worcester County Failures

There were 8 failures with liabilities of $24,977 and assets of $7650 in Worcester County during February, according to figures furnished by Manager O. C. Ansley of R. G. Dun & Co.

Stamp and Envelope Sales

Stamp and envelope sales at the Worcester Post Office in February amounted to $42,627.51, a gain of $1045.51 from the same month in 1914.



The New Worcester Trust Company Building

The new Worcester Trust Company Building, a reproduction of which appears on the front cover of this issue of the WORCESTER MAGAZINE, is the latest completed business block to be added to the rapidly developing mercantile district bordering Franklin street.

The structure, built with the idea in mind of providing a permanent home in its own building for the City Hall branch of this banking corporation, occupies the lot of land lying between Allen court and the Worcester Telegram building.

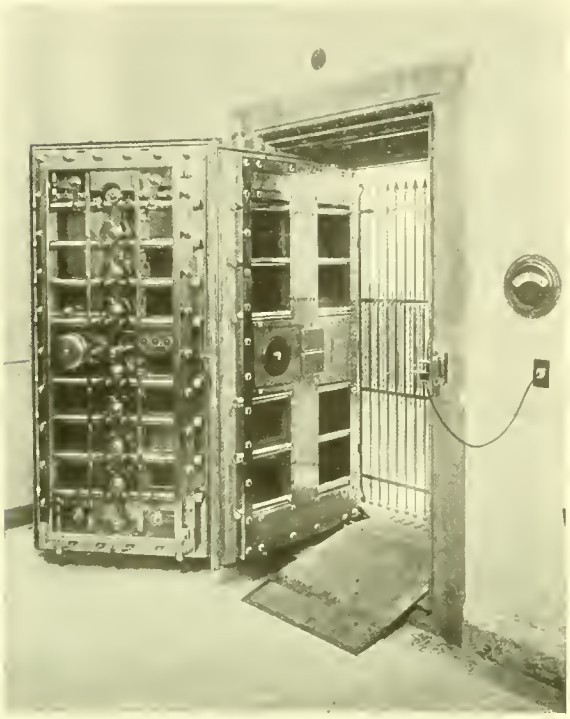
The property was purchased from the Allen estate early in 1914 and on April 1, when the tenants' leases expired, the work of demolishing the old frame building on the site was begun. The foundation of the new structure was laid at once and the new building was pushed through to completion without delay.

On January 1, the building was ready for occupancy and the new tenants, all of whom had leased the office space available long before completion, moved in at once.

January 11, 1915, the City Hall branch of the Worcester Trust

GENERAL VIEW OF INTERIOR OF NEW BANKING QUARTERS

Company [illegible]ted its old leased quarters on Main street, opposite the [illegible] Hall, and occupied its new home, worthy of being the cent[illegible] headquarters of the banking institution, instead of a branch, to accommodate business men and women in the heart of the city.



The Doors of the Bank Vault

In connection with these new quarters, The Worcester Safe Deposit Vaults, Inc., has leased space and equipped a complete and modern vault with safe deposit boxes, to be conducted as a branch office.

The new building has a frontage of sixty-seven feet on Franklin street and runs back on Allen court for a distance of 128 feet. It is constructed of steel and brick, with a front of Indiana limestone and metal trimmings. The structure is as near fireproof as possible, wood being used only for decorative purposes and trimmings. It is built over a heavy steel frame of the same type and strength used in buildings many times larger. The floors are of solid concrete and all staircases and elevator wells are of absolute fireproof construction.

The structure is provided with an unusually large number of windows, affording a maximum amount of natural light continually. Where the building line abuts the Telegram building, a generous light shaft has been left open, thus securing as far as natural light is concerned, outside offices and rooms on every floor. Further precaution against fire has been taken on these inside windows by the installation of wire glass.

While the building rises only four stories, each floor is unusually high studded and the total height is several feet above that of the ordinary four-storied structure. The proportions are well balanced and the view, especially from the corner of Main and Franklin streets, impresses one that here is a building of strength and durability, of ample depth and of sane height.

The City Hall branch of the Worcester Trust Company occupies the north and westerly sides of the structure, the open space permitted by Allen court and which extends the whole length of the building, fairly flooding the quarters with natural light. As the accompanying general interior view shows, these banking quarters are most complete. They are reached through a separate entrance and corridor.

[illegible] of the banking space devoted to public business [illegible] feet, with an average width of twenty-one feet. All wainscoting and counter fronts are of marble, with [illegible] above. The grill work and tellers' partitions are of stat[illegible] bronze.

Just beyond the end of the banking counters is an entrance leading into a room especially designed for the convenience of women patrons of the bank. This room is finished in oak—the decorative wood used throughout the building.

At the extreme end of the quarters, the Directors' room is located. This room is comfortably large, being twenty-two feet square, and thoroughly equipped and furnished.

To the left and extending inward from the end of the main banking room is located the branch office of the Worcester Safe Deposit Vaults. One whole section, eighteen by twenty-four feet, is taken up by coupon booths. The vaults proper extend in the rear. These, as in the case of the bank's strong boxes, are the last word in burglar proof construction and are further safeguarded by the burglar alarm systems of the Bankers' Electric Protective Association and the American District Telegraph Company.

The indirect lighting system has been used throughout the banking quarters and wherever else in the building that tenants desired. The fixtures are attractive, the hangings rich and quiet, while the light bulbs are concealed in alabaster bowls.

The central section of the street floor is occupied by the Nils Bjork Company, wholesale and retail milliners. The retail department, with its handsome main entrance, flanked by two great show windows. The wholesale department is located on the second floor, where the concern has leased a large section.

This Company was formerly located at 448 Main street, where it did business for a number of years. In its new home, it has, in addition to plenty of room, surroundings which should go toward making one of the finest establishments of its kind in New England.

The public entrance to the upper floors, its exterior design and arrangement similar to that of the bank, is located at the extreme easterly end of the Franklin street frontage. It leads into a short corridor, with the stairway at the left and the elevator entrance at the end. Provision is made for two elevators. Only one, however, has been installed, as five tenants, in addition to the Bjork Company, have leased the entire renting space, and a single elevator is ample for all the demands of services.

The northwesterly corner of the second floor is occupied by the Worcester branch of R. G. Dun & Company, of which Mr.

A Corner in the Ladies' Room

O. C. Ansley is manager. This is the fourth time the branch has assumed larger quarters since its establishment in this city in 1872. Among the new equipment installed by the Company is a set of filing cabinets with a capacity of 500,000 reports. This number, large as it is, only marks its proportionate develop-

ment of this Worcester agency, for since Mr. Ansley came here in 1903, the force of employees has increased from five to fourteen. The remainder of space on this floor is taken by suites occupied by Dr. John F. Harkins and Dr. Harry E. Petterson, each of whose offices face on Franklin street.

The entire third floor is leased by the Ridgely Protective Association, the leading insurance body of Odd Fellowship in Central Massachusetts; and the entire fourth floor by the Masonic Protective Association, a corporation occupying a similar position in the Masonic craft. Both of these Associations have magnificent quarters, great in size, most convenient and provided with every modern facility to efficiently handle their ever-increasing business. In a later issue of THE WORCESTER MAGAZINE it is hoped that an illustrated article may be printed devoted entirely to a description of these two institutions in their new homes.

This new building of the Worcester Trust Company was designed by Andrews, Jacques and Rantoul, architects of Boston, with Frost & Chamberlain of this city as associate architects. The banking quarters were wholly designed by the Worcester firm.

The J. W. Bishop Company of this city had the general building contract, and among the sub-contracts were the following: Iron and steel, Eastern Bridge and Structural Co.; electrical work, Henry D. Temple Co.; plumbing, William H. Toner Co.; furniture, Doten-Dunton Desk Co., Boston; vault work, Mosler Safe Co.

Factory Addition

Mills Woven Cartridge Belt Co., 70 Webster street, is to build a $25,000 addition to its plant, the largest since it started in business in Worcester. The enlargement is to take care of the increased growth of the business, as well as to provide for future needs.

The addition is to adjoin the present three-story brick factory at the north end, on land lately bought by the Company from its president, Harry W. Goddard, extending to the line of that owned by Worcester Electric Light Co.

The addition is to be of brick, 120 feet by 50 feet, and will be three stories and a basement, with a flat roof. In the rear part it will be one story and a basement.

The one-story building will be used for a weaveshed. It will be provided with a sawtooth monitor roof to give all the light possible. The three-story part will be used for general manufacturing purposes.

The contract for the work has been awarded the Edward J. Cross Co., general contractors. It took out a permit at the office of the Superintendent of Public Buildings and immediately began preparations for the foundations by removing the wooden building. It is expected it will take about three months to complete the addition, when it will be equipped and ready to be started up around May 1.

This is the second addition to the plant since November 1, the first a brick building 21 by 27 feet, being built at the south end by the same contractors and but recently completed at a cost of $2600.

New Worcester Corporation

Colonial Envelope Co.

Colonial Envelope Co., which began business as a copartnership in September in the third floor of Winslow H. Robinson's building, 68 Prescott street, has been incorporated under the laws of Massachusetts with a capital stock of $25,000 to manufacture and sell envelopes, boxes, printing, labeling and stamping.

The president is Sidney M. Scott, 845 Main street; treasurer, Frederick V. Hugo, 5 Hall street; and the clerk, Clarence E. Tupper, 11 Circuit avenue. The president, treasurer and Harry L. Scott, Hillcroft avenue, are the three directors required by law. The president has subscribed for 52 shares of preferred and 50 shares of common stock. The treasurer has subscribed for 13 shares of preferred and 12 shares of common stock, while Harry L. Scott holds one share of common stock.

The capital stock consists of 125 shares of preferred and 125 shares of common stock, each share having a par value of $100. Of this capital stock, 65 shares of preferred and 63 shares of common stock have been issued, and these shares are represented in the following manner: Preferred stock 65 shares, machinery; common stock, cash 5 shares, machinery; 13 shares, merchandise 25 shares; bills receivable 10 shares, and good will 10 shares.

Sleeper & Hartley Co.

The Sleeper & Hartley Co. has been incorporated for the purpose of manufacturing and selling wire forming machinery, wire and wire goods, as well as iron, steel and metal working machinery in general. The capital of this company is $25,000, consisting of 250 shares of common stock, each share having a par value of $100. Frederick H. Sleeper, 750 Pleasant street, Worcester, is the president, and holds 166 shares of the stock. The treasurer and clerk is George D. Hartley, 117 Lincoln street, Worcester, who has subscribed for 83 shares. The third director is William H. Blount, 115 Lincoln street, Worcester, who holds but one share of stock. All of the stock has been and is represented by cash, 10 shares; by machinery 140 shares, by good will 100 shares.

International Land & Title Co.

The International Land & Title Co. has been incorporated for the purpose of doing a real estate business, and has a capital of $50,000, consisting of 500 shares of common stock, each share having a par value of $100. Albert E. Andre, 274 Main street, Worcester, is president, and holds 188 shares of the stock; C. Herbert DeFosse, 5 Forbes street, Worcester, is treasurer, and holds 119 shares of the stock, while Axel Fredenholm, 274 Main street, Worcester, is clerk, and has subscribed for 63 shares of the capital stock. Three hundred and seventy-five shares of the stock have already been issued, and are represented by contracts which Albert E. Andre holds with other real estate companies throughout the states.

Awarded Patent Rights

The Norcross Bros Co. of this city has been notified that the United States Court of Appeals for the state of Minnesota District, has handed down a decision confirming Mr. Norcross' right to the first patent on what is known as mushroom construction of floorings in buildings where concrete floors are laid. The decision is of much interest to the builders throughout the United States, and the owners of factories and other buildings which have used the patent may have to pay for infringement of the same. It is said that many of the most modern buildings recently erected in this country have used the mushroom type of construction. This applies not only to concrete buildings, but to brick buildings which have concrete floors.

The decision is believed to be one of the most important that has been handed down in years with relation to building construction, and is of particular interest to Worcester, in view of the fact that Mr. Norcross, who is a local man and one of the foremost men in the building line in the United States, has won a most notable victory. The case has been before the courts for a long time.

Hygenia Brush Company

The Hygenia Brush Company has secured a lease for space on the eighth floor of the Burgess-Lang Building at Central and Commercial streets from the renting agent, Maurice F. Reidy, State Mutual Building. The concern has moved into new quarters and has begun operations.

The Hygenia Brush Company formerly did business in Fitchburg. Worcester appealed to the heads of the concern as a better center for trade and manufacturing purposes and new capital invested in the company did much toward bringing the business to Worcester.

Under new papers to be drawn up, it is probable that the brush manufacturing company will be known as the Hygenia Brush Company of Worcester. The name under which the company will be known is unsettled as yet, though it is certain part of the name will be "Hygenia Brush Company."

The company manufactures sanitary brushes for all uses and its goods have been on the market for many years.

PROSPERITY

¶ The leaders of industry and finance in this glorious country of ours are predicting an era of commercial prosperity the like of which has not existed for a generation. We are now on the eve of that revival and it will last for several years.

Are You Ready for It?

¶ Printing is the greatest single factor in our modern commercial life. It educates, it enthuses and it inspires, but more than all this—it sells the goods.

¶ We are *Printers* with years of experience and a modern stock of gray matter and equipment of tools.

¶ Let us help you prepare for your share of this new prosperity. WE CAN DO IT.

COMMONWEALTH PRESS
Graphic Arts Building, 25 Foster St.

It's time to decide what you are going to do in regard to automobiling for the coming season. If you are going to use the car you have, there are some things that will need attention, such as the brake linings, tires, etc., to put it in proper condition. If you have decided to buy a new car there will also be a few little accessories needed, such as Guide Books, Goggles, Gloves, etc., and in either case we can supply all your wants. We have the largest assortment of automobile supplies to be found in Central New England, and our Tire Repairing Department is also the oldest and most experienced in Worcester.

ALSTEN & GOULDING CO.
36 Foster Street, cor. Waldo
The Rubber Tire Corner WORCESTER, MASS.

"BUILD NOW"

We Also Say

REPAIR NOW

Materials Cost Less
NOW

Men, Careful and Competent,
Anxious to Work
NOW

The George W. Carr Co.
(H. C. WILSON)
CONTRACTORS
[illegible] Main Street, Worcester

Agricultural Lime

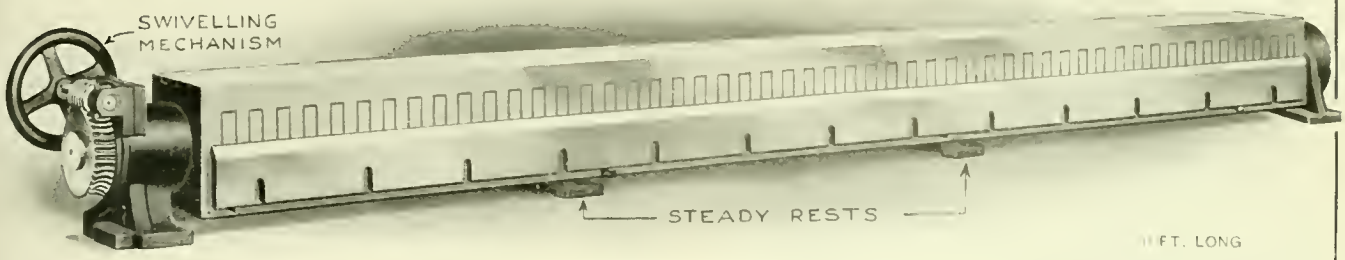
HIGH IN AVAILABLE Ca. O.

IN CARLOADS OR LESS
THAN CARLOADS

AT THE RIGHT PRICE

F. E. Powers Co.
570 Main Street
Worcester

You will benefit [illegible] that you [illegible] advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication [illegible] City of Prosperity, invites your trade



THE PRODUCT OF EXPERIENCE—THE OLD RELIABLE WALKER MAGNETIC CHUCKS
FULLY GUARANTEED, ALL SIZES

O. S. WALKER & COMPANY, Worcester, Mass.

Worcester Machine Screw Company

Standard Screw Company Successor

Set, Cap, and Machine Screws and Special Parts

Worcester, Mass.

MANUFACTURERS OF ALL KINDS OF

Drive Chains and Sprockets

For Commercial Cars

We make a specialty of keeping in stock chains and sprockets for all kinds of standard commercial cars.

Chain Drives for Machinery

We are prepared to advise and quote on desirable chains and sprockets suitable for machine drives.

Baldwin Chain & Mfg. Co.

Worcester, Mass.

WIRE—SPRINGS

AND

WIRE SPECIALTIES

MORGAN SPRING CO.

WORCESTER, MASS.

R. L. GOLBERT
Pres. and Treas.

A. B. TAYLOR
Vice-Pres. and Supt.

L. A. WHEELER
Secretary

Golbert Last Co.

54 Commercial Street
WORCESTER, MASS.

Boston Office
28 Lincoln Street

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

Holmes Electro Foundry

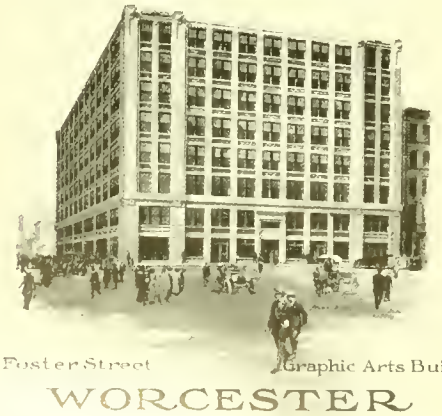
19 CHURCH STREET
WORCESTER, MASS.

Manufacturers of Quality Electrotypes in Copper, Nickel or Steel.
Use Holmes Wet Lead Steel Faced Halftone-Electros and get results.
Give us a trial on your next order.

Telephone, Park 4790—4791

HOWARD-WESSON COMPANY

Designers and Engravers for Successful ADVERTISERS



25 Foster Street Graphic Arts Building
WORCESTER

Spring Is Coming!

BUSINESS IS THAWING OUT

GOOD PRINTING will help you land the business you're looking for.

The Davis Press, Inc.

Graphic Arts Building. Phone Park 537

Jackson Street Foundry

Light and Heavy

IRON CASTINGS

J. A. COLVIN, Proprietor

52 Jackson St. Worcester, Mass.

SHEET STEEL STAMPINGS

We make a specialty of sheet metal stampings and

Deep Drawn Work

finished in Nickel, Brass and Copper.

LET US ESTIMATE ON YOUR WORK.

Case-hardening to meet particular requirements.

MATTHEWS MFG. CO.

Worcester, Mass.

You will benefit thereby [illegible] your [illegible] advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

Purchasing Agents Attention

If you are buying any of the following materials it will pay you to have them tested:

Iron, Steel, Brass, Bronze, Solder and Babbitt Metals.

Soaps, Bleaching Powders and Washing Compounds.

Coal, Fuel Oil, Lubricating Oil and Greases.

Gasoline, Naphtha, Turpentine, Paint Oils, Paints and Varnishes.

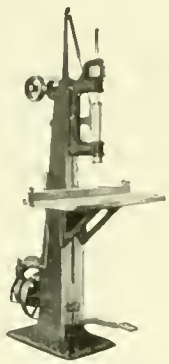
Soda, Lime, Alkalies, Fertilizers and Insecticides.

N. A. C. SMITH

CHEMIST

598 Main Street, Worcester, Mass.

Improved Boring Machine



THE spindle is made of crucible steel, has No. 2 Morse taper hole to receive chuck, and the bearings are of genuine babbitt metal. It has two stops to regulate the travel of the spindle, one in the head to adjust the downward stroke and one in the treadle for the upward stroke. Greatest length of travel of spindle is 6½ inches. Distance from center of spindle to column, 10". Table is 20" x 36". It is balanced, and has a vertical movement of 21". Spindle is balanced by a coil spring attached to arm on top of frame, making it self-contained. The bracket that carries the driving pulleys has an adjustment of two inches, which is very desirable. T & L pulleys are 8" x 3" face, and should make about 800 revolutions per minute.

Manufactured by

R. E. Kidder : 13 Hermon Street Worcester, Mass.

VERITAS — CERTIFIED PUBLIC ACCOUNTANTS — NEACO — PRODUCTION ENGINEERS

New England Audit Company

(Incorporated under Laws of Massachusetts)

Certified Public Accountants
Auditors, Industrial Engineers, Systematizers

FREDERICK J. HILLMAN, C.P.A. Pres. and Gen. Mgr.
CHARLES O. WALKER, C.P.A. Mgr. Audit Dept.
FRANK B. MESSINGER, C.P.A. Mgr. Boston Office
WALTER M. CURTIS, S.B. Mgr. Engineering Dept.

WORCESTER OFFICE

633 State Mutual Bldg. FRANK B. MESSINGER, C.P.A., Local Mgr.

SPRINGFIELD WORCESTER BOSTON

WHEN YOU NEED OFFICE HELP

Call upon our Employment Department and we will place you in touch with office assistants that are carefully trained and fully competent to fill the position.

You will, in this way, secure the right kind of help without any inconvenience or delay, as we never recommend a student unless we are sure of the requirements of the position.

Experienced and inexperienced office help furnished without charge to either employer or employee.

C. B. POST, Proprietor

Worcester Business Institute

Telephone 5218

476 Main Street :: opposite City Hall

Style 310

Burroughs Visible Desk Machine
$175.00, Direct from factory

WHY A BURROUGHS?

Because in its field it has no equal at any price.

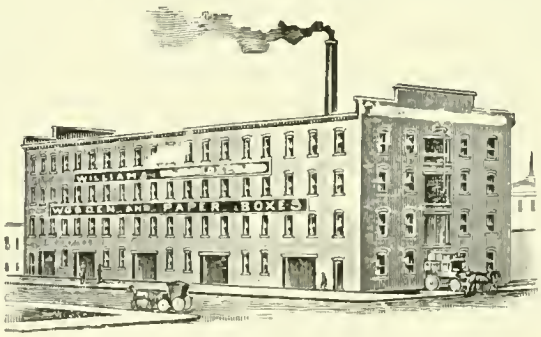
BURROUGHS ADDING MACHINE CO.

Builders of

Adding, Listing, Bookkeeping and Calculating Machines.

830 Slater Building
Worcester, Mass.

EVERY VARIETY OF WOODEN AND PAPER ALSO CLOTH COVERED BOXES



BOXES

One of the Most Complete Plants in Massachusetts

WILLIAMS & BRIDGES CO.

Manufacturers

72-86 Central St., Worcester, Mass.

Made in Worcester.

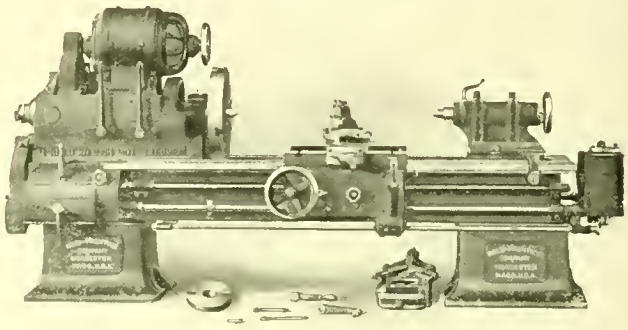
You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication

Worcester, City of Prosperity, invites your trade

WORCESTER MAGAZINE ADVERTISERS

Adams & Powers ..... Inside back cover
Alston & Goulding xii
American Car Sprinkler Co ..... Inside back cover
Baldwin Chain & Mfg. Co xiii
Belisle Printing & Publishing Co ..... Inside back cover
Bishop Co., J. W i
Blake, Geo. F., Jr., & Co viii
Boston & Worcester St. Ry. Co vii
Bradley Car Co., Osgood vii
Burroughs Adding Machine Co xv
Carlton Engraving Co xvi
Carr Co., Geo. W xii
Commonwealth Press xii
Crompton & Knowles iv
Davis Press xiv
Golbert Last Co xiii
Graton & Knight Mfg. Co v
Hammond Reed Co viii
Harrington & Richardson ..... Inside front cover
Heald Machine Co viii
Heywood Boot & Shoe Co vi
Hobbs Mfg. Co ix
Holmes Electric Foundry xiv
Howard-Wesson Co xiv
Jackson St. Foundry xiv
Kidder, R. E xv
Luce, E. B xvi
Matthews Mfg. Co xiv
Morgan Construction Co v
Morgan Spring Co xiii
N. E. Audit Co xv
People's Savings Bank ii
Powers Co., F. E xii
Pratt & Inman ix
Reed-Prentice Co iv
Smith, N. A. C xv
Spencer Wire Co ..... Inside back cover
Standard Foundry Co xvi
State Mutual Life Assurance Co ii
Walker, O. S. & Co xiii
Williams & Bridges xv
Winslow Skate Mfg. Co ..... Inside front cover
Wire Goods Co ..... Inside front cover
Worcester Business Institute xv
Worcester Machine Screw Co xiii
Worcester National Bank iii
Worcester Safe Deposit Vaults ii
Worcester Trust Co iii
Wright Wire Co vi
Wyman & Gordon ..... Inside front cover

A photograph will aid your salesman, if the goods are too heavy to carry



E. B. LUCE

EXPERT PHOTOGRAPHER OF MACHINERY

WALKER BUILDING

TELEPHONE

CARLTON ENGRAVING CO.

DESIGNERS of EFFECTIVE ADVERTISING · MAKERS of PERFECT PRINTING PLATES

418 MAIN STREET
WORCESTER MASS.

Standard Foundry Co.

IRON FOUNDERS

Special attention given to the Manufacture of High Grade

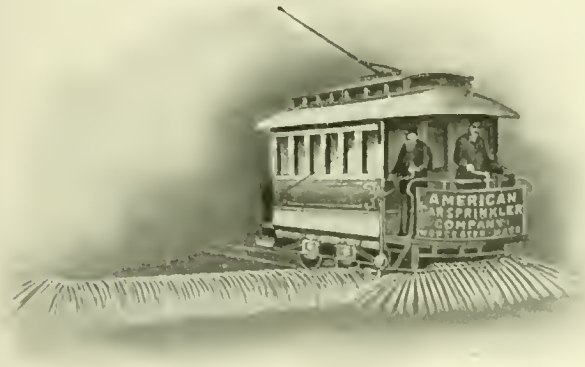
Machinery Castings

TAINTER AND GARDNER STREETS
WORCESTER, MASS.

Made in Worcester.

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication Worcester, City of Prosperity, invites your trade

TO LAY THE DUST



AMERICAN CAR SPRINKLER CO.
WORCESTER, MASS., U. S. A.

ADAMS & POWERS

DOORS DOORS DOORS

Birch Veneered and Washington Fir
2, 5 and 6 Panel

also

Craftsman Doors

Front Doors of all the best patterns known

We bought at the right time and can sell as low as the lowest

142 to 156 Union St., WORCESTER, MASS.

BELISLE PRINTING AND PUBLISHING COMPANY

PRINTERS OF THE WORCESTER MAGAZINE

112 Front Street, Worcester Tel. Park 380

PRINTING THAT FITS

THE CHARACTER *of* YOUR BUSINESS

IF YOU WANT something classy, printed in colors on highly finished stock, we can give it to you.

IF YOU WANT a good, clean, neatly printed job, one that will tell your story in a convincing manner without any frills or flounces, we are equipped to give it to you as well.

IF YOU WANT good printing, in any form, we can give you the very best service at prices that will be attractive to you.

ESTABLISHED 1820 PIONEER WIRE INDUSTRY OF AMERICA

WIRE ROPE OF ALL KINDS

ELEVATOR
TRANSMISSION
TILLER GUY
HOISTING
HAULAGE, ETC.

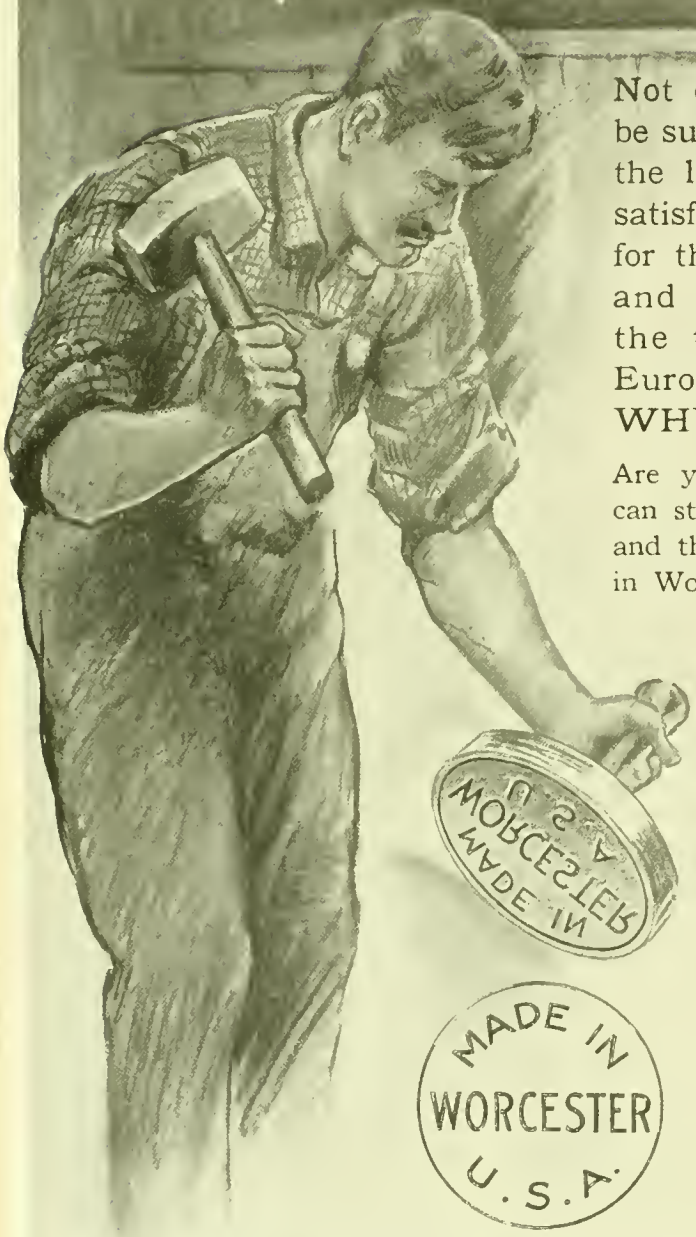
SPENCER

IRON AND STEEL WIRE AND SPECIALTIES

CLOCK SPRINGS AND HIGH SPEED STEEL

SPENCER WIRE COMPANY WORCESTER, MASS.

Do You want Export business?



Not only must the usual Home Trade be supplied but the one chance to retrieve the loss of our European Market is to satisfy right here the tremendous demand for the goods we have always imported, and to make for the Foreign Trade the things they have been buying in Europe. WHO IS GOING TO DO IT? WHY NOT YOU?

Are you making the class of goods that you can stand back of—that will win you re-orders and that will be a credit to the stamp "Made in Worcester, U. S. A."?

Do you know who needs your goods and how to go after this foreign trade? Do you know trade conditions, trade routes, rates of shipment, cost of exportation, how to pack your goods to meet the peculiar conditions, and the hundred and one other necessary bits of information?

The Foreign Trade Committee of the Worcester Chamber of Commerce has been for some time, and is now, working with the Department of Commerce of the United States, studying the situation as it applies to every one of you. They can give you all this information—specific and reliable—right here in your own city.

The National City Bank of New York is back of you too. Its chain of banks in South America is established and ready to furnish credit reports and market information that your financial safety may be guarded.

Everything possible has been done for you—it only remains for you to take advantage of the opportunity. ONCE THIS TRADE IS YOURS IT NEED NEVER GO BACK. Write the Committee on Foreign Trade, or call on the

WORCESTER CHAMBER OF COMMERCE

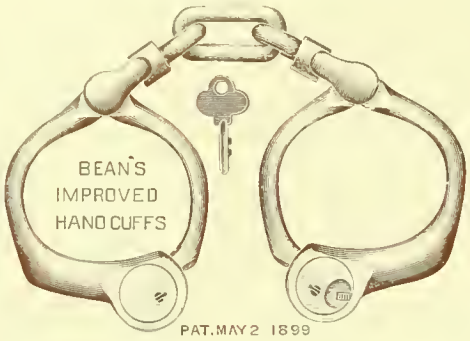
The Worcester Magazine

ILLUSTRATED

THE LIBRARY OF CONGRESS SERIAL RECORD
MAY 19 1944

APRIL, 1915
Published by the Worcester Chamber of Commerce 15 cents the copy
WORCESTER, MASS., U. S. A.

The Park Building



THE GENUINE

BEAN'S IMPROVED HANDCUFFS, LEGIRONS and TWISTERS

The Standard Equipment of the
Police and Detective Departments
of the Leading Cities

This line is of the highest grade, as light as the severe service required will permit and unsurpassed in finish.

The cuffs will fit all sizes of wrists and cannot be unlocked without the key. Set locks avoid locking by accident. Rounded corners and absence of projecting arms prevent injury to officer and prisoner.

COMPLETE CATALOG ON REQUEST

Manufactured by

Harrington & Richardson Arms Co.
Worcester, Massachusetts, U. S. A.

The Samuel Winslow Skate Mfg. Co.

Worcester, Mass., U. S. A.

Makers of

WINSLOW'S Skates

THE BEST ICE AND ROLLER SKATES

THE BEST AND MOST WIDELY KNOWN SKATES IN AMERICA. THE BEST AND MOST WIDELY KNOWN SKATES THE WORLD OVER

STOCKS CARRIED IN

WORCESTER, NEW YORK, LONDON, BERLIN, PARIS, SYDNEY, BRISBANE, AUSTRALIA, DUNEDIN, AUCKLAND, WELLINGTON, NEW ZEALAND.

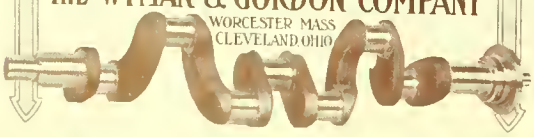
DROP FORGINGS

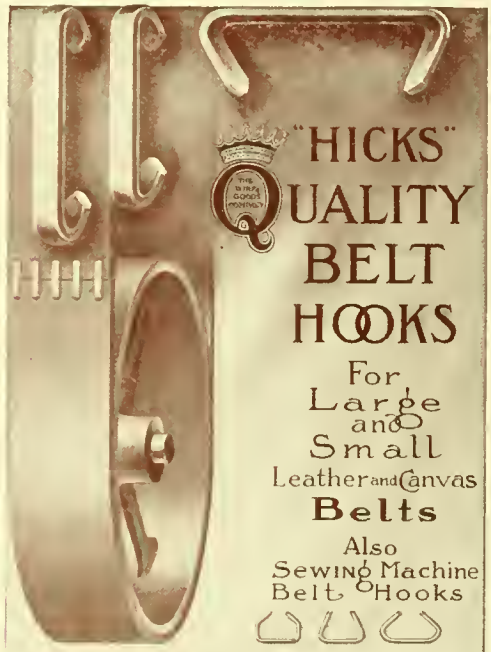
Gears, Axles, Crank Shafts Steering Knuckles and other parts where strength and reliability are required are best Drop Forged and toughened by our heat treatment

We use the best steels, specified, analyzed and approved by our own Physical and Chemical Laboratories, thereby assuring a uniform product

Send Blue Prints for Estimate and Engineering Advice

THE WYMAN & GORDON COMPANY
WORCESTER MASS
CLEVELAND OHIO





"HICKS" QUALITY BELT HOOKS

For Large and Small Leather and Canvas **Belts**

Also Sewing Machine Belt Hooks

Send for Samples and Prices

"EVERYTHING IN WIRE"

THE WIRE GOODS COMPANY
Worcester, Massachusetts, U.S.A.

GEORGE A. FULLER COMPANY

J. EDWARD FULLER
VICE-PRESIDENT
WORCESTER, MASS.

Building Construction

WORCESTER
CONTRACTS:

NEW PARK BUILDING

GRATON & KNIGHT MFG CO.
(ADDITION)

MERCHANTS NATIONAL BANK

OFFICES:

Worcester—NEW PARK BUILDING

New York Chicago Boston Baltimore Washington
Kansas City Philadelphia Montreal Ottawa, Canada

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication Worcester, City of Prosperity, invites your trade

A Rockwood Automatic Sprinkler System

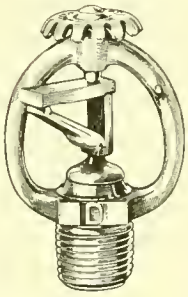
WILL ABSOLUTELY PROTECT YOUR PROPERTY FROM FIRE

Will pay for itself in a few years by decreasing the cost of insurance.

Can you afford to be without this protection? Let us estimate the cost of equipping your property and prove that it is an investment that pays from 20% to 60%.

ROCKWOOD SPRINKLER COMPANY

OF MASSACHUSETTS



Contractors--Engineers--Manufacturers

Automatic Sprinkler Systems

EXECUTIVE OFFICE AND FACTORY
HARLOW STREET, WORCESTER

BRANCHES
IN PRINCIPAL CITIES

MILFORD GRANITE

We did our little share in building the **NEW PARK BUILDING** in furnishing the polished *WEBB MILFORD GRANITE* base. Our granite was selected for the Park Building on account of its appearance and durability.

Many of the finest office buildings in the country start on a *WEBB MILFORD GRANITE* base for the same reason.

The New Equitable Building in New York City, the largest office building in the world, is faced with our granite for its first three stories.

The New Wilmington Municipal Building and Court House is now under construction, and will be faced entirely with *WEBB MILFORD GRANITE.*

MILFORD GRANITE has no equal and we are the largest producers of it.

WEBB PINK GRANITE COMPANY

PHILADELPHIA WORCESTER CHICAGO

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

The W. G. Cornell Company

takes pleasure in offering to the Owner, Architect and Builder the facilities and services of an organization capable of installing the complete mechanical equipment of any building and respectfully solicits the privilege of estimating on

PLUMBING, HEATING, LIGHTING

W. G. CORNELL COMPANY

Engineers and Contractors

NEW YORK OFFICE
Everett Building, Union Square

JAS. A. COTTER, MANAGER

BOSTON OFFICE
46 Cornhill

PLUMBING IN THE NEW PARK BUILDING INSTALLED BY US

Talking About the

PARK BUILDING!

Have You Noticed?
That All

POWER and LIGHTING EQUIPMENT

Throughout, Is Supplied with

ELECTRIC CURRENT

From the Lines of the

Worcester Electric Light Company

375 Main Street — Tel Park 1600

Purveyors of Electricity for Light, Power and Heat

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

The

Pettingell-Andrews Company

Designed, manufactured
and installed the

Lighting Fixtures

In the new Park Building
Worcester, Mass.

Studio

160 Pearl Street
Boston, Massachusetts

54 BATTERYMARCH ST.
CLEGHORN COMPANY
POWER
STEAM & WATER
HEATING
VENTILATING
CONTRACTORS
BOSTON

Telephone 1546 Main

H. Newton Marshall Company

CONTRACTING PAINTERS

NATIONAL SHAWMUT BANK BUILDING
Telephones Main 4704 and 4705

HARRY R. MARSHALL, President
H. NEWTON MARSHALL, Treas. and Mgr. C. H. LOCKE, Asst. Mgr.
J. P. MULLIGAN, Asst. Treas. A. E. CARLSON, Gen. Supt.

ASSISTANT SUPERINTENDENTS
A. E. COOPER A. R. CARLEY HARRY NOBLE

The H. NEWTON MARSHALL COMPANY is organized to do general painting of Office and Mercantile Buildings, plain and decorative painting of Banks, Churches, Libraries and Private Residences, construction painting, both exterior and interior, of new plants of all kinds, including Mills, Factories, Power Plants and their equipment.

Organized in 1900, the H. NEWTON MARSHALL COMPANY, (then the Cutler Marshall Co.), completed their first year with a force averaging 18 men, working in and around Boston

During the past year, the average number of men was 167, and the activities had broadened to include large contracts in many cities, from Savannah, Georgia to Winnipeg, Manitoba and from St Johns, New Brunswick to Keokuk, Iowa

The work executed during the past year included the painting of many of the large Office and Mercantile buildings in and around Boston, the decorative and plain painting of 141 Private Residences and the *entire painting on new construction work, the total cost of which aggregated $66,000,000*

Contracting Painters on New Park Building

You will benefit thereby by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

"Quality Always First"

THE
CORBIN
HARDWARE

USED THROUGHOUT
THE NEW

PARK BUILDING

WAS FURNISHED
BY

DUNCAN AND
GOODELL CO.

404 Main Street

Worcester's Leading Hardware Store

MAURICE F. REIDY

Real Estate

Fire Insurance

Renting Agent
for

PARK BUILDING
GRAPHIC ARTS BUILDING
WORCESTER TRUST BUILDING
BURGESS-LANG BUILDING

Estates Managed Appraisals Made
Mortgages and Construction Loans

Worcester Mailing
Company

GRACE L. BELKNAP
Proprietor

LETTERS

604-605-606 PARK BUILDING

Formerly located at 393 Main Street

GRADE NOW

AND ENJOY THE RESULTS
ALL SUMMER AND FALL

May we be of service to you in
this branch of our business?

The George W. Carr
Company

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The Company has been for seventy years, and is today, the leading exponent of the true principles of Pure Mutuality. The contracts issued embody every desirable feature known to modern life insurance.

Remember! No stockholders to make a profit on your insurance. The policy holders are the Company.

January 1, 1915

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Liabilities,	43,315,986.56
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A Regular Savings Bank
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In addition to usual hours

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RALPH H. HOWE, Treas.

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STENOGRAPHERS FURNISHED for short periods each day as required.

"SERVICE" IS OUR MIDDLE NAME.

Incorporated 1868

Worcester Trust Company

Capital, $1,000,000
Surplus and Profits, $550,000
Total Resources, $11,000,000

Transacts a General Banking business and authorized to act as Executor, Administrator, Guardian and Trustee.

Issues Letters of Credit, Foreign Exchange and Travelers' Checks.

Main Office,—342-344 MAIN STREET, STATE MUTUAL BUILDING
City Hall Branch,—12 FRANKLIN STREET, WORCESTER TRUST BUILDING
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DENTIST

Announces the Removal of his Office
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DENTIST

SPECIALIST IN CROWN AND BRIDGE WORK

The New Violet Ray Treatment
for the Relief of Pain

REMOVED TO

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Dr. A. J. Hamm

DENTIST

Formerly located at 438 Main Street
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Room 617

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Expert in Patent Causes

GEORGE H. KENNEDY, Jr.
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FOWLER & KENNEDY

Announce the removal of their offices to
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on May First, 1915

Patent Practice before the Federal Courts and the Patent Offices
of the United States and Foreign Countries

OPINIONS GIVEN RELATING TO INFRINGEMENTS

Christian Science Reading Rooms

902-903 New Park Building

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WIRE—SPRINGS

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WORCESTER, MASS.

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54 Commercial Street
WORCESTER, MASS.

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28 Lincoln Street

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THE WORCESTER MAGAZINE

VOL. XVIII — APRIL, 1915 — No. 4

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Luigini
Suite "Ballet Egyptien"
Bach—
"Cradle Song" for Strings
Leoncavallo
Intermezzo from "Pagliacci"
Massenet
Overture "Phedre"

DANIEL SILVESTER
Conductor

WORCESTER
SYMPHONY
ORCHESTRA

60 PIECES

will give its

First Big Concert

in Mechanics Hall

THURSDAY EVENING
May 6, 1915

THE WORCESTER SYMPHONY SOCIETY was organized by Daniel Silvester—its purpose—not to make money—but to promote the best interests of music in concert form in Worcester.

Give his efforts and those of the Orchestra your support by attending this concert and show that Worcester can head the list *musically* as well as commercially.

"LISTEN IN WORCESTER"

Our Subscription List for 1915-1916 is open. Will you join us?

DANIEL SILVESTER
58 Front Street
Worcester

1829

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BEST MACHINERY STEEL
LEAD SCREW STEEL
VIKING CRUCIBLE STEEL

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Tell us what your needs are—and we can tell you what to use.

PRATT & INMAN :: WORCESTER, MASS

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It's time to decide what you are going to do in regard to automobiling for the coming season. If you are going to use the car you have, there are some things that will need attention, such as the brake linings, tires, etc., to put it in proper condition. If you have decided to buy a new car there will also be a few little accessories needed, such as Guide Books, Goggles, Gloves, etc., and in either case we can supply all your wants. We have the largest assortment of automobile supplies to be found in Central New England, and our Tire Repairing Department is also the oldest and most experienced in Worcester.

We have just installed at our store—right in the heart of the city—a

GASOLINE and OIL SERVICE STATION

ALSTEN & GOULDING CO.

36 Foster Street, cor. Waldo

The Rubber Tire Corner WORCESTER, MASS.

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A. B. See
Electric Elevators

¶ Direct Connected Electric Passenger and Freight Elevators for All Purposes.

¶ Direct Traction Type—Geared Traction Type for High Speed, Etc.

¶ Push Button Elevators, Automatically Controlled, for Residences, Apartment Houses, Hospitals, Etc.

The Elevators in the New Park Building are A. B. See Electrics

BOSTON OFFICE
111 Devonshire Street

HARTFORD OFFICE
36 Pearl Street

The Allen Homestead, Site of Park Building—From an Old Sketch

The WORCESTER MAGAZINE

APRIL - 1915

The Park Building

The Completion of Worcester's Newest and Most Modern Office Structure Adds Another Milestone in the March of Progress of the Heart of the Commonwealth—Erected Upon a Historic Site in the Geographical Center of the City

TIRELESS Time, the wonder worker, has mightily changed the scenes that were familiar to the good folk who inhabited Worcester when Massachusetts Bay was still a clustering colony, before the "Indians" of Boston had thrown a certain ship-load of tea into the sea, or the determined gentlemen who met in the first Continental Congress had signed their names to the Declaration of Independence. Were some of those early residents of Worcester to come back to earth for a look about and perhaps a reunion among themselves, they would find that things looked vastly different about the spot where there used to be a certain "little knowle," familiar to them in childhood days.

As it so happens, they would probably never know where that "little knowle" once raised its grassy slope unless they searched the records at the County Court House. And even then, after locating the spot at the corner of Main and Franklin streets, they would certainly be lost in astonishment at sight of a tall, stately gray business block covering the site and compelling them to look far aloft to take in its entire height.

For where that small hillock, thus quaintly designated in pre-Revolutionary records, once was there stands today the imposing Park building, just completed, Worcester's newest and the most modern business structure in New England. Within the last two weeks the workmen have ceased their swarming and the office tenants have taken their place; until today, where once a modest cottage, partly screened by a row of stately trees, looked out upon the quiet roadway which was the Main street of that time, the edifice brought into being by the Park Building Co., of which Jerome R. George and Marcus L. Foster are moving spirits, awakens the pride of the citizen and commands the admiration of the visitor.

This valuable corner has a history which carries it back to the year 1732, by the records. In the long stretch of more than 180 years from then to now it has had exactly seven owners previous to its acquisition by the present owners, and until they purchased the property it had not been subjected to the procedure of a conveyance for 87 years.

When this life-story of a Worcester building lot is comprehended, it will be gratifying to loyal Worcester folk that through the genius of Cross & Cross, architects, of New York, with D. H. Burnham, of New York, as consulting architect, and the George A. Fuller Co., of Worcester, builders, such an ornament to the business district as now stands there has been placed upon the land which Daniel Gookin, Esquire, was granted by the Town of Worcester on December 26, 1732, as a place to build.

As preserved on the records, this transaction states that Daniel Gookin, on his petition, was given "a Convenient building place not to Exceed half an acre at or near the Little Knowle near the meeting house in Worcester where the Revd mr Burr began to digg a Cellar, Said building place to be Staked out at the desecretion of a Comtee to be chosen by Said Proprietors, this Grant made upon Condition that Said Danl Gookin Esqr build & Settle on the same."

This was the "little knowle" which once adorned the site of the Park building. The knoll extended a little southerly to a point opposite the present foot of Chatham street.

Daniel Gookin, first to be recorded as acquiring possession of this ground, was a sheriff of the town. His father, whose name was the same, was one of the first proprietors of the town, if not its real founder.

The clergyman who is named as the first known occupant of the lot was Rev. Isaac Burr, who graduated from Yale in the class of 1717 and was settled as minister of the First, or Old South, church of Worcester in 1725, with an annual salary of 80 pounds.

Until the time of the Revolution, the colonial folk who owned the lot with its "little knowle" were more or less plain people of the town. Daniel Gookin was noted only as sheriff. He was the first to build on the land, and his administrator sold it in 1744 to Stephen Fessenden for 302 pounds. Fessenden's administrator conveyed a part of it in 1751 to James Putnam for 105 pounds. The property was described in this transaction as "one messuage with about half an acre of land."

In James Putnam's days a tinge of real history was bestowed upon the corner lot. Putnam himself was a lawyer of the highest rank in his profession. He graduated from Harvard in 1746 and began to practice law in Worcester in 1749. He was called "the best lawyer of North America" by Joseph Willard in an address in 1829 before the Worcester County Bar.

One of his law students was John Adams, who later became second President of the United States. In the old house at the corner of Main and Franklin streets, John Adams boarded while under the tutelage of Putnam.

The practice and fame of this Putnam extended throughout the then Province of Massachusetts. He finally became attorney general of the province under the King, to whom he remained loyal when the Revolution occurred.

At the outbreak of the war, he went to England but returned to New Brunswick a little later and there became a judge of the Supreme Court of that province, retaining the office until he died in 1789.

Meanwhile the estate at the corner of Main and Franklin streets, with the old house, in which he had lived and in which John Adams had boarded, was confiscated in 1779 and sold by the States Committee for 2101 pounds "sollid gold" to Samuel Flagg. The land comprised some 80 acres and extended southerly and easterly from Main and Franklin streets.

Fire in 1786 destroyed the house which Daniel Gookin built. As a result of this fire, the Worcester Fire Society was formed and this body still exists as a social organization. Samuel Flagg rebuilt the house in 1788. This is the dwelling shown in the accompanying picture and in the old cuts of Nobility Hill.

In 1808 the estate was acquired by Daniel Clap, register of deeds for Worcester County, whose executors sold it in 1827 to Charles Allen. This sale was at public auction, Judge Allen making the highest bid, $6250, and receiving a tract of land extending along Main street southerly to what is now the Grand Theatre, and easterly along Franklin street almost to Portland street.

Charles Allen was the grandson, on his mother's side, of a sister of Samuel Adams, the Boston patriot. He was the son of Hon. Joseph Allen, who for 33 years following the Declaration of Independence was clerk of courts for Worcester County. He was also a member of the convention which framed the state constitution in 1780, and held other offices as well.

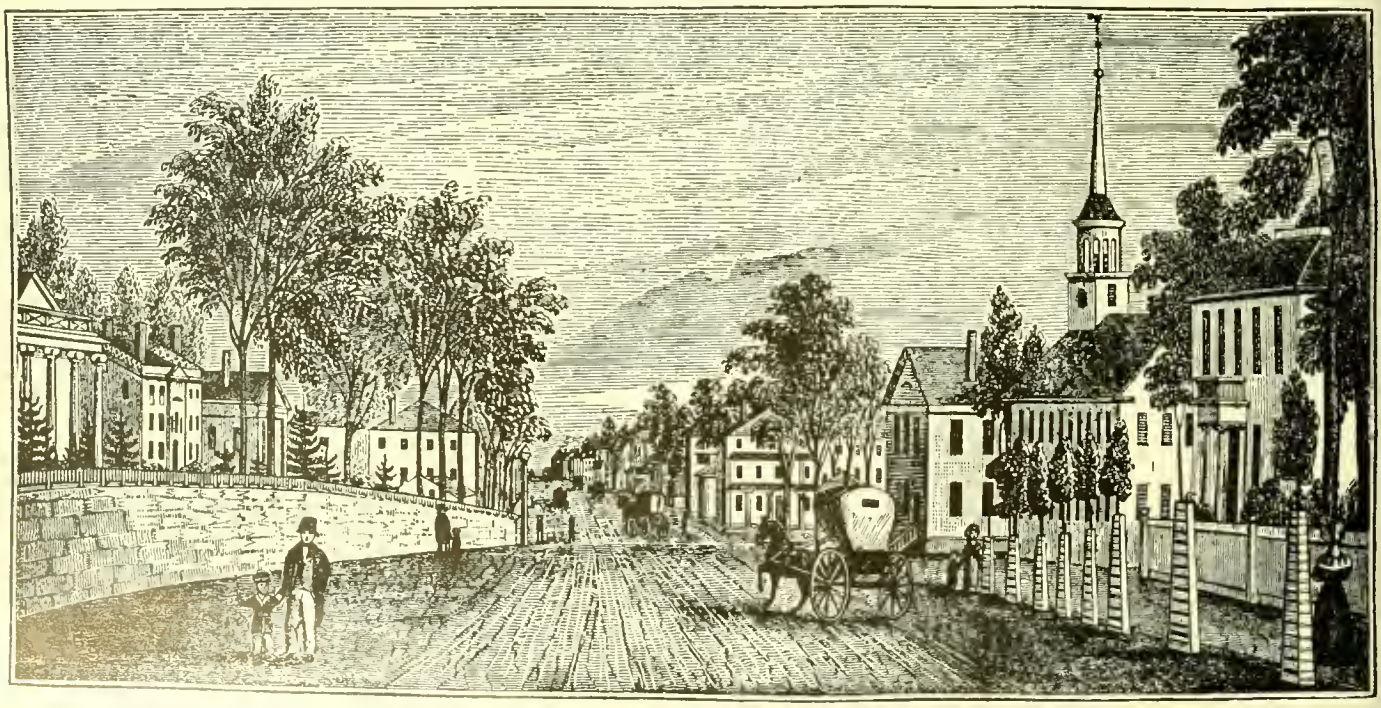
In the year of his death, 1827, his distinguished son, Charles Allen, bought the estate at the corner of Main and South streets, as Franklin street was then called. Charles Allen, selectman, representative and senator in the General Court, judge of the Court of Common Pleas, presidential elector, representative in Congress, and chief justice of the Superior Court, lived in the house on the corner until about 1854, when he removed to the corner of Elm and West streets.

After that year, the house on the "little knowle" was moved southerly to a point just north of what is now Federal street. There it can still be seen, for the most part intact after nearly 125 years. It is now a part of the property of William H. Sawyer.

Judge Allen has been called the father of the Free Soil Movement. He twice declined an appointment to the Supreme Court of the Commonwealth.

At different times he sold off parts of the estate which he had bought from Daniel Clap's executors, but always retained the corner lot. This lot by descent eventually came into the possession of his sole surviving daughter, Katharine Allen, who died in 1913, leaving nearly her entire estate to local public, charitable and educational institutions.

Shortly after Judge Allen had moved from that location and the old house had been removed to where it now stands, a three-story wooden business building was built on the corner. For the ensuing half century that structure was more or less of a business landmark in the city. It housed some well-known stores and offices, a number of its tenants having been located there for upwards of 30 years.



Main Street, the Heart of the City, in 1838. Old South Church and Town House on Left, Site Now Covered by City Hall. Allen Homestead, on Extreme Right, on Whose Site the New Park Building Stands

Main and Franklin Streets in April, 1914

When Thomas H. Gage, executor under the will of Katharine Allen, conveyed last year to Jerome R. George and Marcus L. Foster the entire estate, the old structure was demolished to make way for its far more splendid successor, the present Park Building. For a while the new owners debated the question of extensively remodelling the old wooden building, but it was found to be in such an aged state, and so out of harmony with modern ideas of office buildings, that the expense would plainly be out of all proportion to the benefit.

A new building was therefore decreed; and, that nothing might be left undone to keep abreast of the times, it was likewise decided that all its appointments should be of the best and the safest, regardless of the expense, provided only that money was not wasted in unbusiness-like expenditures.

Those students of local history who have thus far followed the fortunes of this land of the "little knowle" through its several owners, Daniel Gookin, Stephen Fessenden, James Putnam, Samuel Flagg, Daniel Clap, Charles Allen and Katharine Allen, down to the present year, will find it interesting to note that in 1827 the estate was described as bounding northerly on the Common.

Apparently part of the Common was later established as South street and this in turn became known about 1840 as Park street, retaining this name until a few years ago when it was changed to Franklin street to avoid conflicting with Park avenue.

Thus the Park Building preserves the old name of Franklin street. Yet at first the Park Building Co. thought of giving the new business edifice the name of the Allen Building out of respect for the Allen family so long associated with the corner.

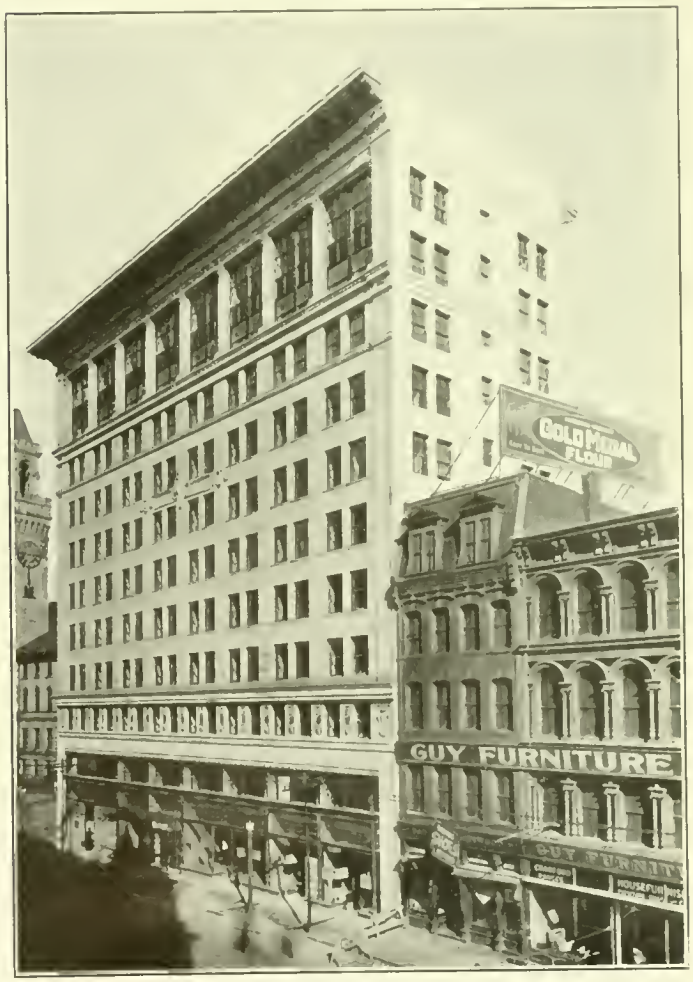
This would have seemed appropriate and natural. But for somewhat more logical reasons the name did not appeal to the new owners as much as did that finally chosen. Park Building, it seemed, would sound more clean-cut, more brisk and business-like, and moreover would betoken that the building was adjacent to the park, or Common, and thus would in a sense locate it. Lastly, as already stated, the name preserves the old name of the street, which some still believe should never have been changed, since it runs along the Common.

As a matter of fact, however, there is an old story that the thoroughfare was not named Park street because it adjoined the park or Common, but in honor of Dr. John C. Park, a retired, scholarly, cultivated gentleman who came to live in Worcester in 1831 and made his home on Nobility Hill, an eminence on the west side of Main street similar to Court Hill, and extending from Barton place to a point between Chatham and Austin streets.

Dr. Park appears to have lived about opposite the head of Park or Franklin street, perhaps just across the street from the plot of corner land which has so long served in a measure as an anchor point for the rising tide of the city's commerce.

Rearing up from the pulsating center of the business district, eleven stories of steel and stone, capped by an ornate green cornice, now stand upon this historic corner. Almost from the foot of Main street, ten long blocks away, this newest of the big business beehives of Worcester, where the hum of business keeps the air a-quiver from one year's end to another stands out sharp and commanding on the southeastern sky-line.

The sweeping view across the City Hall plaza makes



Main and Franklin Streets in April, 1915

it seem as if this corner was expressly designed for some architect to parade his genius where all can see. The structure which has now been set there, from an architectural point of view, is worthy of the spot.

Without making its ornamentation overbearing, the Park Building nevertheless pleases the eye. It combines quiet architectural beauty with practical simplicity. For seven stories its shaft of gray limestone rises clean and clear. The only decorations that embellish the exterior are centered at the second floor and the two top floors.

At the second floor there is a row of circular glass panels, embedded in a fancy stone freize. At the top of the building a colonade supports the cornice, with artistic classic columns rising the height of the two upper stories.

Since the Park Building was completed, its owners have been asked many times where they went to get the soft grey stone which they have used. This limestone, which adapts itself peculiarly well to its surroundings, is a product of the Bedford quarries of Bedford, Ind.

As an example of convenience, compactness and safety, the Park Building has already taken its place among American business blocks throughout the country. Its owners believe that it can hardly be equalled in these respects. There is no unused space, every one of its 200 offices is lighted directly from without, simplicity of arrangement is combined with maximum of safety and every single new device that has been invented for use in the interior of such blocks is to be found in it. At the same time none of the $800,000 that has gone into the construction of the Park Building has been wasted.

Protection against fire is the characteristic of which probably the most has been made. The building is made fire proof not only through the ordinary steel construction, reducing the use of wood in the whole building to an absolute minimum, but through the emergency facilities which have been installed.

These consist principally of two steel-enclosed stairways, either of which can be utilized in case of fire, and both of which reach from the roof to the street. They are virtually inside fire escapes, encased in steel towers.

Only at the floor levels are there any openings, and these are simply the doorways from the corridors. The doors leading into the stair vestibules can be

The Heart of the Business District—Northerly View From Park Building

opened quicker than any other doors in Worcester from the corridor side. There are no knobs on that side, only a stout bar of metal stretching across the door at the height of the knob. To open the door it is simply necessary to grasp this handle and push, whereupon the catch is released and the door opens.

Between the stairways, which are at either end of the Main street front, are the three electric elevators. These, like the stairs, are fire-proofed by means of steel shafts which separate them entirely from all the rest of the building. At the floor landings, telescoping steel doors with a mahagony design guard the shafts except at the first floor, where the doors are bronze.

The three roomy bronze elevator cars, handsome in appearance and easy in motion, are operated by three huge motors set in the dynamo room high at the top of the building. The distinctive thing about each of these motors is that the drum on which the cables wind is attached to the motor itself, doing away with all separate gearing.

To put up a structure of eleven stories and keep within the height limit imposed by the laws of Massachusetts compelled the erectors of the Park Building to figure closely on ceiling heights. Yet the ceilings give the impression of being as lofty as could be desired. The height on every floor except the eleventh is ten feet; on the eleventh it is twelve feet.

That extra story means 20 extra offices, giving the entire building 200 offices. On the first floor there are seven stores of varying sizes, enclosed in glass.

Glancing up from the street, the spectator notices that the windows of the Park Building are grouped in twos. Those groups are the bay window units. Every cluster of two windows represents the center of an office.

This does not mean, however, that the offices are all of identical size. The bay window unit has been so worked out that the size of the offices is variable. They are either 12 or 16 feet in width. There are four degrees of depth—16, 18, 20 and 21 feet. This arrangement enables the renting agents to suit almost every sort of requirement.

Solid mahogany has been largely associated with old fashioned mansions. It will henceforth be associated with the stylish business block as well. Every bit of interior woodwork in the Park Building is of this ma-

Southerly View From Park Building—Federal Building in Left Center

terial and it is of a finish that cannot fail to delight the connoisseur. There is not a great deal of it, because, as already stated, the woodwork has been made as negligible a quantity as possible. It is confined entirely to the doors and window sashes.

The doors are equipped with a whole collection of devices for reducing irritation. The hinges are hung on fiber cushions so that metal can never touch metal and the hinges would not squeak if they weren't oiled in ten years. The old style of door-check operated by the foot is done away with and these doors can be checked by a simple steadying of the handle, and can be set at any angle desired. The transoms are operated by a knob in the door frame instead of the sliding rod arrangement.

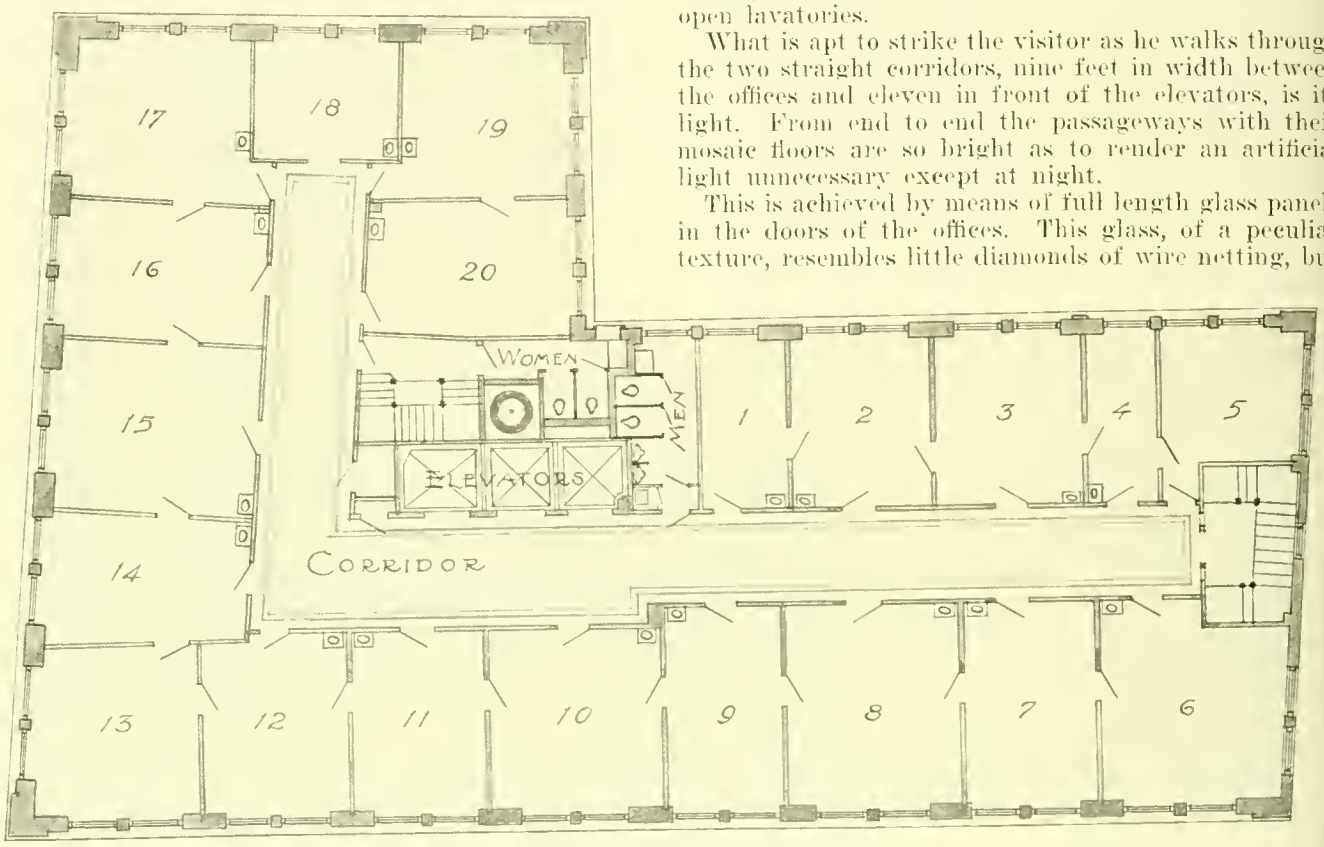
Burglars who tried to pick the locks of office doors in the Park Building would have the time of their lives. The unit lock device, which has been installed throughout the building, makes it impossible to force a lock by any accepted methods of burglary. The key which unlocks the door of the office also unlocks the door of the toilet, reducing the number of keys that an office renter has to carry by one. These are the only two doors that his key will unlock. There is, however, a master key, which will unlock every door in the building.

For convenience sake two brass grips are fixed in the upper sashes of the windows and the windows themselves are set in metal runways. Two big 100 watt electric lights encased in ground glass globes stud the ceiling, each of them maintaining the center line of the windows. On the top floor the offices are illuminated by drop lights.

Color tints in the offices are conducive to increasing the light, although there is little need of it. The ceilings are plain white and the walls are tinted a light cream color. The floors are linoleum cemented to the concrete. The baseboards are narrow. The office furnishings are to be mahogany. The offices all contain open lavatories.

What is apt to strike the visitor as he walks through the two straight corridors, nine feet in width between the offices and eleven in front of the elevators, is its light. From end to end the passageways with their mosaic floors are so bright as to render an artificial light unnecessary except at night.

This is achieved by means of full length glass panels in the doors of the offices. This glass, of a peculiar texture, resembles little diamonds of wire netting, but while it allows the sunshine to sift through in abundance, it is not transparent and detracts in no way from the privacy of the inmates. Probably such well lighted corridors would be impossible were the building not so placed that it can get the light of heaven on practically every side.



Typical Floor Plan of Office Suites in Park Building

With practically no obstruction on either the Main or Franklin street fronts, and a particularly wide sweep of space on the latter side because of the City Hall plaza, the building is also well lighted on the east owing to Allen court, which keeps the Worcester Trust Company Building at a spacious distance. The upper stories especially provide offices which are sunny and pleasant all day long.

From the windows of these offices the outlook is inspiring. The encircling hills that hold the city in their embrace can be seen on every side, while Mount Wachusett is plainly visible on a clear day. The offices which overlook the Common are as delightful as any busy man could desire.

On the first two floors there is an automatic sprinkler system to guard against fire at the point where it is most to be feared. On these floors and in the basement only is there the slightest fire risk. Even if a

re started in that part of the building it would be arred from the elevator shafts by the casings of steel ready described.

As a further protection, the windows on the south nd east, where there are adjoining buildings nearby, re provided with steel sashes and wire glass.

Each store has a roomy basement and in the basement, beside the steam heating and power plants, are e coal bunkers which are located beneath Allen urt, as much out of the way as possible.

Toilet facilities are the most sanitary. The women's ilet on each floor opens off the stairway vestibule, hile the men's toilet is on the other side of the building, opening off the longer corridor. The toilets are nished in white glass.

The renting of offices in the Park Building is going rward with regularity, for, aside from the commanding advantages which the building can offer, the business life of the city has supported the owners in their oject.

While the bulk of space was rented in the building ng before completion, some remained when the structure was thrown open, but this is rapidly filling up.

That Ten Per Cent. Gift

RELATIVE to the recent action on the part of Congress in passing the so-called Cummins Bill, Senate Bill No. 4522, which practically gives to the railroads of the country of an additional per cent. in their revenue based on present freight tes, it has been suggested that the railroads will not, a unit, take advantage of this law which to all ints and purposes is nothing more or less than a gift, d yet, one could hardly blame the carriers for putng in effect this advance even though the law was tended to operate in an entirely different direction. is very unfortunate that a law so loosely drawn ould be given serious consideration by Congress in ew of the fact that the Interstate Commerce Commission has jurisdiction over bills of lading and had d under consideration for some time prior to the ssage of this Act, the entire bill of lading question. e passage of the Cummins Bill was not only unnecesary but ill-advised and was perhaps an extreme exple of the haste that is shown in the passage of bills st prior to the closing hour of our National Legislare body.

This law is scheduled to take effect June 3rd, and ior to the time a number of hearings will be held bere the Interstate Commerce Commission, particularly e on April 10th, at which time the Traffic Bureau of e Worcester Chamber of Commerce will be repreted before the Interstate Commerce Commission as protestant against any such burden being placed on e present industrial situation.

This whole situation is covered very thoroughly by extract from the Railway Age Gazette of March , which is given below and which is written in a very teresting vein, covering the situation carefully: "The eight Liability Law." "Congress threw a monkeyrench into the machinery of railway rate regulation its recent session by passing, in its closing hours, a w forbidding carriers to make agreements with congnors limiting the liability of the carriers for loss or damage of freight. It looks very much as if Congress thereby unintentionally authorized the railways to make an advance of ten per cent. in the freight rates ordinarily charged by them; for the bill of lading now in use, on which existing freight rates are predicated, provides that when the carriers take goods, at their ordinary rates their liability shall be limited; and that when they accept unlimited liability they shall receive ten per cent. more than the regular rates. *The purpose of Congress* was to further burden the roads by requiring them to *accept their regular rates while assuming unlimited liability;* but the law was so carelessly drawn, and was enacted on so little consideration that it looks as if, literally interpreted, it would authorize the railroads, while assuming unlimited liability *on all shipments*, to also charge ten per cent. more than their regular rates on all of them. To require the roads to assume unlimited liability and at the same time accept their regular rates is unjust; but, probably, if they should try to collect higher rates, as the existing bill of lading provides, they would raise a storm. The Interstate Commerce Commission has called for a conference to determine in what condition Congress has actually left the matter.

"Such legislation as this unlimited liability law is outrageous and disgraceful, and is largely responsible for the bad business conditions which continue to prevail. Business cannot thrive when Congress and other law-making bodies deal with it in such an ignorant and reckless manner."

On February 16th, 1915, our Traffic Manager wrote our Congressional representative as to the loose way in which this bill was drawn and asked for the co-operation of all interested with a view towards suspending this bill until it could be thoroughly investigated and improved, and possibly held up until next Congress, at which time a better understanding could be had of its intent and application. Our representative, however, could do nothing against the popular clamor in Congress to rush things to a finish, and the result has been a very serious situation.

A Competitor of the Government

The plans of the American Express Co. for a direct farm to home market service is attracting considerable attention in the rural sections which surround the Heart of the Commonwealth and General Agent Archibald McDermid of the Worcester Office has provided his various departments with complete data to answer all communications.

This plan of ordering and receiving direct from the farmers through the express company is one which has an interest broader even than that of the householders and the farmers: with proper development through the efficient management which this great corporation commands, it opens up a line of competition with the Parcels Post.

This Governmental venture carries with it all the expensive load which characterizes the majority of governmental methods of doing business. Once it loses—as it eventually will—its present source of revenue which makes the service pay, viz: extortion from the railroads, it will have real competition from the express companies.

Making Children Factors in Fire Prevention

How Rochester Is Educating Its Younger Generation To Reduce Its Fire Waste to a Minimum Systematic Effect Results in Forty Per Cent Drop in Losses in Four Years and Guarantees Protection for the Future

By Roland B. Woodward, Secretary of Rochester Chamber of Commerce

ROCHESTER'S fire loss for 1914 is estimated as $454,000. In itself this is not remarkable. No doubt many other municipalities whose populations equal Rochester's were more fortunate. Here is the significance of the Rochester situation, however. In 1910, fire destroyed approximately $800,000 worth of property in the Flower City; in 1904 more than $3,000,000 met the same fate.

"Well," you reason, and correctly, too, "some powerful factor for good, some concerted, systematic effort must be making their influence strongly felt to effect a reduction of more than 40 per cent. in the last four years. Rochester's fire prevention campaigns must be singularly well received by the public."

That last statement is the keynote of the success of most campaigns. It is true of Rochester, or the principles of fire prevention could never have been so widely disseminated in the city. This must be said out of fairness to the broad-minded nature of the co-operation given the Fire Prevention Committee of the Rochester Chamber of Commerce in its four annual "Clean-up Weeks." The first was inaugurated in 1911, the year after the city's fire loss appeared to be getting beyond the control of her citizens. A material reduction was immediately noted. Had hostility developed, the loss of the year just ended would undoubtedly have been much larger. As it is, however, the already established public sentiment in Rochester favoring fire prevention will enable succeeding committees to build upon the cumulative results of previous campaigns.

This country's most promising hope for salvation, from a fire loss twenty years hence that would bankrupt it today, lies in "Young America." The youngster mind is plastic and open to impressions. Introduce him to fire prevention principles, and their steady growth in his code is not threatened with asphyxiation by a multiplicity of other business troubles and responsibilities which constantly besiege the adult. It is reasonable to suppose that upon his reaching maturity, fire prevention will be almost as much of an instinct with him as self-preservation.

Consequently, the Rochester Chamber's Fire Prevention Committee is promoting plans for the present which it believes will automatically and surely take care of the city's future. Methods to gain this end for Rochester are of the following general nature:

Children are made big factors in the Chamber's fire prevention campaigns. They are made to assist in driving the subject home to the general public. The subject of fire prevention is kept constantly before the youngster in his formative years. As a result, the coming generation should be converted; and temporarily, but as thoroughly as it is possible to do under the circumstances.

A Hand Extinguisher Demonstration Before 1800 Rochester School Children

Specifically, through the efforts of the Chamber, a committee of principals and teachers has worked out suggestive courses in fire and accident prevention. These courses are included in the public school catalogue to invite a study and consideration of them by the teacher. Teachers are expected to give such parts of the course only as they find it possible to give in and through other subjects. "There is much in each of these courses," is the preface of the Board of Education, "that can be used to advantage in the work of hygiene and physiology. There are also other portions that can be used to advantage in languages and that will re-enforce the work in civics. The exact place which these will ultimately take in our course of study is not established. The courses are presented rather as a study."

ED. NOTE.—This article and illustrations originally appeared in "The American City," and are reproduced through courtesy of that publication.

Principals and teachers have been quick to respond. At some schools bonfires are built on the playgrounds, the fire gong is sounded, and the pupils assemble outside to witness the manipulation of fire extinguishers; first, by a trained fireman and then by one of their own number, to demonstrate how easy it is.

No. and Street

ITEMS FOR CLEAN-UP ATTENTION

Front Yard ☐	Ashes ☐	Paper ☐
Side Yard ☐	Ashes ☐	Paper ☐
Back Yard ☐	Ashes ☐	Paper ☐
Sawdust ☐	Wood ☐	Rubbish ☐

Old Barrels, Boxes, etc.

Vacant Lot to be rid of

Other Conditions

ITEMS FOR PUBLIC HEALTH ATTENTION

Garbage

Outside Vaults

Stable Nuisance

Drainage

Other Conditions

REPORT BLANK FOR ROCHESTER'S CLEAN-UP

THE TRAINING IN ONE SCHOOL

Because of the large number of pupils, this work is probably productive of the most results at School 26 in Rochester. Approximately 1800 pupils attend this school, and Col. Samuel P. Moulthrop, the principal, attempts by such methods to keep the subject of fire prevention constantly before his charges. The playground photograph with this article was taken at his school, which is shown in the background. Eighteen hundred children filed out of the three-story building into that photograph. The time was less than three minutes, which speaks well for the Rochester system.

The extinguishers used are those which the pupils are accustomed to see before them on the walls and in the corridors every day at school. Contests are arranged between the boys to determine who can extinguish a fire in the shortest time. "It proved very interesting to the pupils," Col. Moulthrop wrote the Committee, "and taught them the use of the extinguisher, demonstrating their ability to douse a fire in two minutes' time."

The fire drill at this school has been made particularly effective. When smoke is accidentally forced through the ventilating apparatus into the corridors and rooms, the alarm is always sounded. In view of the fact that this smoke is not frequent, the calmness and order shown by the pupils in leaving the building in record time are remarkable. Col. Moulthrop declares that over 1800 children have marched from the school in the short space of two minutes. Once it happened that the din of approaching fire apparatus was heard when smoke was accidentally issuing from the ventilators. The opportunity was not lost and the clangor of the school alarm bell was soon heard. The equanimity of those youngsters and their orderly speed in leaving the building were not in the least adversely affected under this most trying test. By being marched out frequently when the fire department is passing, the children have become thoroughly accustomed to the noise of the department on the run.

THE YEARLY CLEAN-UP

Then comes "Clean-up Week" of the Fire Prevention Committee. We never fail to link up this seven-day campaign with the school work. It always tends to crystallize the study ideas in the child's mind. The entire city is divided into sections to be inspected. The down-town territory is taken care of by joint teams of the Fire Prevention and Public Health Committees of the Chamber. The outlying and residential sections are covered by Boy Scouts and other school children. They, however, do not enter premises, nor do they admonish tenants, but advise the Committee of particularly bad cases. The special report blank furnished for this purpose by the Chamber is herewith reproduced. The children's reports and the recommendations of the Chamber's two committees are brought to the attention of the City Fire Marshal or the Health Bureau. Both of these departments co-operate with the Chamber in its campaigns. A re-inspection of the city last fall ("Clean-up Week" occurred last spring) showed material improvement and conscientious adoption of our recommendations.

Success along these lines depends to a large extent upon the volume and ardor of public sentiment favorable to fire prevention. In Rochester this might be measured by the amount of rubbish handled at the public incinerator during the campaigns. The fact that it has been treble the amount of ordinary weeks showed the public's willingness to co-operate. In Clean-up Week of 1913, 303,350 pounds, or 1629 cubic yards, of rubbish were collected and disposed of at the incinerator. During the 1914 Clean-up Week there was an increase of 50 per cent. over last year's figures. Despite the fact that the force of employees was doubled, Clean-up Week raised enough dirt this year to keep the plant rushed at top speed for the following three weeks without discharging the extra help. Not that the city was particularly dirty; in fact, the Committee inspectors reported it to be but twenty per cent. in need of the broom.

In conclusion, a few words should be written in commendation of the support given the Chamber by the city administration. Under the efficient direction of Fire Chief Charles Little, our fire fighters reach a fire in the business section about two minutes after the alarm is received, and in the residence section from three to four minutes. It is evident to the most critical that the city of Rochester is doing its duty with and through the Fire Department. By commonly accepted standards this is enough. Due to the broad-minded policy of Mayor Hiram H. Edgerton, however, the city of Rochester has outdone its "duty" by openly and publicly encouraging citizens to co-operate with the Chamber. * * * *

The Worcester Symphony Orchestra

A New Organization Celebrates Its First Anniversary by Taking Its Place as a Factor in the Development of Musical Worcester. Its Members All Local Musicians Striving to Give Their City the Best Orchestra in the Country

MAKING its place with several other New England cities, some of which of far less importance than is the Heart of the Commonwealth, Worcester has acquired a symphony orchestra of its own. The city's musical talent has been well curried to gather such an array of players as would produce an orchestra that could reflect credit on Worcester.

Sixty musicians have been banded together and trained as a body until they have become a smoothly working piece of musical mechanism. Daniel Silvester has perfected the orchestra's work in his capacity as conductor.

As the orchestra has been in existence now for just about a year, having been organized in March, 1914, and having held its first rehearsal on March 18 that year, it can be said to have proved its worthiness. Preliminary adjustments have been left behind, and all the roughness of the first few months has been passed. The orchestra has got well started and it has reached a state of permanency.

In establishing this orchestra, Mr. Silvester, its conductor and originator, has in mind the advancement of Worcester's musical welfare. Mr. Silvester is himself a professional musician of just the sort of talent needed in an orchestra conductor.

His experience in Worcester has been divided between the Worcester Theatre orchestra, of which he is director, and the Silvester Violin School, of which he is manager. He did not undertake the formation of the orchestra without having been given to understand that a symphony orchestra which Worcester could call its own would be hailed with something more than mere curious interest. In other words, he was assured by a number of Worcester people that they would cordially support the new venture.

Not to divert the efforts of the orchestra from the purely musical side of its art, Mr. Silvester also brought about the organization of a Worcester Symphony Society to control the orchestra and conduct the business side of the undertaking. The society was organized May 3, 1914, adopting a constitution and by-laws a week later. The name has been copyrighted.

These are the officers: W. A. Prouty, president; A. B. Chase, vice-president; H. G. Taylor, secretary; C. A. Thompson, treasurer; Daniel Silvester, musical director and agent; Thomas Brown, librarian. In addition to these officers, William Mullen, Frank J. Chaffin,

THE WORCESTER SYMPHONY ORCHESTRA

Charles A. May and Charles Wacker are the directors. All these officers and all the directors are citizens of Worcester.

Mr. Prouty, president of the society, has had 24 years' experience as a musician and is a master of the double bass. The secretary, Mr. Taylor, has been connected with the Worcester Five Cent Savings Bank as mortgage clerk for several years. He is an accomplished violinist.

Among the directors, Mr. Chaffin is especially well qualified for orchestral work. His position in the orchestra is that of first trumpet player. He has the reputation of being one of the half dozen best cornetists in Worcester County. For several years he was the leader of the Worcester Brass Band. He has been heard on numerous occasions, in company with Mrs. Chaffin, playing instrumental duets to the delight of their audiences.

As the orchestra is just beginning to be built up, its progress will be watched with growing interest, both in and out of the city. In fulfilling its purpose of elevating the musical atmosphere of Worcester, it plans to give concerts at regular intervals through the year in which one or more artists of established fame will assist.

It is the hope of the promoters to be able to offer music of the highest quality within the reach of every class of people who delight in the finest music. This ideal will not be departed from, if the orchestra lives up to its projected aim, because it is desired to ultimately serve the community by creating on the part of the people a desire for the best music.

That this ideal is a daring one—to educate the public at large in a city as heterogeneous as Worcester so that it will want such music as the great inspired masters have produced from their genius—has not alarmed Mr. Silvester or his associates. With any degree of support, they believe the ideal can be approached in due time and they are ready to go through the long period of endeavor that will naturally precede success.

As often as is practical, a large chorus will be trained for the concerts. The prices are to be made popular and kept popular; that is, they will be low enough for most folks to afford to enjoy the concerts. As one means of giving the Worcester public really desirable entertainment, municipal concerts during the winter months are part of the society's general prospectus.

At present the orchestra is preparing for a concert to be given in Mechanics' Hall Thursday night, May 6. The program will be made up entirely of symphony music. A special artist will assist. Whatever proceeds are realized above the expenses will be put into a fund to be used for the maintenance of the orchestra.

In addition to the popular-priced concert performances, the orchestra will hold special public afternoon rehearsals for children accompanied by parents, at a low rate of admission. By this means the orchestra hopes to increase its educational value and to gradually open the way for a local field for the best music among all classes.

Orchestras similar to this one have for many years been well supported by New Haven, Springfield, Albany and Hartford, as well as a few cities much smaller than these.

In these cities subscribers are the bulk of the support counted on aside from receipts at performances. The same plan is to be followed by the Worcester Symphony Orchestra. After studying the subscription plan as followed in these cities, and especially that under which the San Francisco Symphony Orchestra exists, the directors of the Worcester Symphony Orchestra have become convinced of its feasibility, even for an orchestra which is trying to interest the great mass of the people in the highest grade of music.

In keeping up the personnel of the orchestra, the directors intend to secure only members of good character and pronounced musical gifts. It is true that the orchestra at present contains a certain number of amateurs, but they are players of real merit, and are members on probation.

Every assurance has been given that the musical quality of the personnel will not be allowed to sink from a consistently high plane.

Mr. Silvester, one of the moving spirits in the project from the beginning, has put his whole self into the plan. His musical instincts, fitting him well for the work, are traced back to his ancestors, and his family has been musically inclined for generations. His father was a church musical director and a bandmaster in England. His brother is at present in the London Symphony Orchestra and two nephews in Great Britain are also musicians. An elder brother, now retired, is an organist and choirmaster in Santa Barbara, Cal.

Where We Fall Down

That Latin Americans insist on having just the kind of article that suits their taste is illustrated by an incident in Guatemala. An old man in the interior, a large ranch owner, had always been used to a certain kind of necktie, and asked a local house to buy a number of them for him. The house ordered several from an American concern, but the latter wrote back that that kind of necktie had been out of date for twenty years, and sent several of the latest design. These were refused, however, the old kind was obtained from Europe, and the American house lost what might have been an opening wedge to a good trade.

American Foreign Commerce

An analysis of the foreign commerce of the United States in the American fiscal year 1914 shows that vessels flying the British flag carried 53.45 per cent. of the imports and exports of the United States during that period. The corresponding proportion carried by German shipping was 13.79 per cent.; by American shipping, 9.26 per cent.; by French shipping, 4.64 per cent.; by Dutch shipping, 4.10 per cent.; by Norwegian shipping, 3.49 per cent.; by Japanese shipping, 2.14 per cent.; by Italian shipping, 1.94 per cent.; by Austrian shipping, 1.57 per cent.; by Belgian shipping, 1.27 per cent.; and by all other shipping, 4.35 per cent. The analysis extending in the fiscal year 1914 to American imports and exports represented an aggregate value of $3,785,469,000.

South American Commercial Progress

Glimpses in This Fertile Trade Field by One Who Knows Conditions from Actual Observation and Experience—Some Accomplishments in Latin America to Give an Idea of the Activities and Resources of the Continent

By William A. Reid of the Pan American Union*

WE have won the applause of nations. Cutting asunder the American continents—finding the long-sought route to India—promises to revolutionize commercial and industrial conditions. All the world looks and marvels at our success at Panama; the changing arteries of commerce become international questions. North American capital and brains and muscle, aided by faithful and even heroic laborers from sixty-eight different countries, or forty nations, have builded the greatest engineering work the world has ever known. We have divided the continents in order to become more closely united.

Mr. William A. Reid

In the Western hemisphere Saxon and Latin have not known each other well. Visits have been inconvenient or difficult to make; distances are great and travel facilities have been few. Today both of these obstacles are being removed by faster ships and shorter routes; indeed, our very thoughts are exchanged through the air. A better understanding is fast approaching; interest is quickened; more intimate acquaintance brings a knowledge of each other's requirements.

The South American forests, plains and mountains are teeming with man's necessities. On the other hand, North American factories are busy, but in many lines an overproduction is causing concern. Fair exchange, then, is the natural solution of these problems of supply and demand.

The world is exchanging its commodities to a greater extent than ever before. The trade of the United States with foreign countries was greater than in any like period of the past, and President Wilson standing before the solons of the nation says: "We must build up trade, especially foreign trade—we need the outlet and the enlarged field of energy more than we ever did before."

Such a policy has been growing steadily for years, and it now appears to be taking even deeper root; as a world power we must send even more of our useful products beyond the seas. To do so successfully requires a thorough study of foreign needs as well as the peoples themselves.

Every South American country contributes something to our comfort or convenience. Let us take a rapid glimpse of a few of the commodities from the far Southland, that we may better understand, that our horizons may broaden to meet the greater possibilities that are opening.

These little buttons upon our coats are insignificant, but a million and a half dollars in buttons appears startling. Last year Ecuador sent even a greater amount of vegetable ivory to the outside world for buttons, dice, umbrella handles and similar uses. This little nut is most interesting, and to trace its course from the wilds of the equator to the markets of the world is a fascinating story and the article itself a valuable product in the marts of trade.

Sailing for hundreds of miles along the coasts of Peru and Chile is a wonderful experience, for no section of the world presents such an appalling wall of barren grandeur. "Rainless coasts are always washed by stormless seas," says physical geography, and the voyager over these calm Pacific waters has little to break the monotony; yet when he remembers that this awful, barren, rainless waste is filled with minerals and nitrates of untold wealth, interest grows to enthusiasm. Peru and Chile send us thousands of tons of phosphate annually; without this soil ingredient the farmer would hesitate to plant his crops and his harvests would indeed be meagre. Last year the latter country gave to the world about $95,000,000 worth of nitrate, while the Peruvian output of guano was extremely large.

Argentina and Uruguay send us large quantities of hides; in fact, each country of South America exports to the United States hides and skins in larger or smaller quantities, so that in all probability the boots and shoes of some of us once roamed over the vast plains of Argentina. Again, our chestnut and white oak tanning bark is becoming scarcer each year, and we have to call on Argentina and adjoining countries for the quebracho logs with which to tan our hides. Argentina alone marketed over $11,000,000 worth of this wood and its extract last year.

Walk along Broadway, New York, and at soda fountains you will find yerba mate from far inland Paraguay. This is a new drink in the United States, but a very old and universal one in southern South America, and without which the hospitable hacendado (farmer) would consider himself gravely discourteous if he failed to offer it to his guest.

We ride in delight through cities and into the beautiful valleys. The automobile is changing the lives of our people by tending to draw the tired man of affairs to the life-giving air of the country, but do we give a passing thought to the rubber gatherer in the jungles

*ED. NOTE.—Mr. Reid is author of "The Young Man's Chances in South and Central America"; also a series of lectures on "Commercial Scouting Around the World," etc.

of Brazil and Bolivia, whence comes the great bulk of rubber that forms the easy riding tires for our two million motor vehicles? The production of nearly $200,000,000 worth of coffee in one year and the construction of 1162 miles of railroad in the same period are fairly good barometers of Brazilian progress.

Two other countries, it might be said, furnish large portions of our roofs and streets. The asphalt from Venezuela paves our beautiful avenues, while "tin-land," the name most appropriately applied to Bolivia, provided the world with more than $20,000,000 worth of tin last year, a large portion of which came to the United States, but unfortunately by the route of Europe. Colombia and Venezuela also furnish the world with more than $20,000,000 worth of coffee, while their special contribution to adorn the hats of the ladies—the aigrettes, or heron plumes—amounts to more than $300,000 a year. Ecuador and Colombia marketed $2,500,000 worth of Panama hats last year.

These are only passing glimpses of a few of the many useful and necessary products that come to us from South American countries.

That the commerce of the United States with Latin-American countries has increased nearly one billion dollars during the last ten years illustrates the fact that we are making some progress in developing trade relations with the peoples of Central and South America. The vast amount of business represented by those figures is rather convincing proof that the agents of North American concerns have not been idle. This business hardly came by chance; on the contrary, it is the result of faithful and painstaking effort. Other countries have made greater efforts and are accordingly reaping the rewards of their labors. For an example of European activity as compared with that of North American houses, I refer to the fact that of the sixty-five traveling salesmen who visited a certain Latin-American city during a given three months, five—only five—were there as representatives of United States firms. This is a typical illustration that those of us who are familiar with the field could easily duplicate again and again, which tends to indicate that our traveling salesmen are not in the Latin countries in as great numbers as might be desirable. We could continue for another decade with relatively the same number of men in the field; our sales and purchases would naturally increase, as they have done in the last ten years, but such a state of lethargy would not be in keeping with our progressive policies.

Many of us fail to give credit where credit is due. Comparatively few North Americans have seen South America, and our reading has not prepared us to believe in the great commercial accomplishments which are rapidly transforming the nations of the south. One who has never looked upon the mighty Andes cannot form a true conception of the difficulties of surmounting them. Words and pictures are inadequate describers of these natural barriers, and when we read of a few miles of railroad having been constructed in that part of the world we are not inclined to think of the accomplishment as anything worthy of notice. Neither would it be noteworthy if the construction concerned the southeastern section of the continent, but it must be remembered that of the ten South American countries half of them carry, in many respects, the greatest commerce-defying mountain system of the world.

South Americans may be much inclined to build and develop their respective sections, but another great handicap is the lack of laborers. Take Bolivia, for instance, with only three persons per square mile; Argentina with only six; Peru with six; Brazil with six; Colombia with ten, etc. Is it any wonder that these countries as a whole have not progressed as rapidly as the United States with its thirty-three persons to every square mile of territory?

Only within comparatively recent years have railways—the greatest single factor in commercial upbuilding—penetrated deeply into the forests and over the mountains. Limited space permits of only a glimpse of these commercial activities; I shall purposely avoid lengthy details, mentioning only facts that have come under my observation during my travels up and down the vast "continent of opportunity."

Throughout Latin America the Pan-American Railway links are gradually uniting. While the rail journey from New York or San Francisco to Buenos Aires may never become popular, although possible within a few years, the various branches of this great system-to-be will prove feeders of the ships that ply between our shores.

Argentina railways, building northward, have almost met the Bolivian rails (at this writing only about 146 miles are lacking), coming from Lake Titacaca southward; northward from this lake the traveler journeys two days by rail as far as Cuzco, the famous old Inca city, and it is planned to continue this railway nearly five hundred miles farther northward and tap the famous Oroya Railroad; then the all-rail journey from Lima, in Peru, to Buenos Aires, in Argentina, will be possible. The new line from Arica, on the Chilean coast, to La Paz, 267 miles, was recently completed, thus giving the Bolivian capital three outlets to the Pacific; the other two railways being from Mollendo, a Peruvian, and Antofagasta, a Chilean port, respectively.

Chile's "longitudinal" railway from Tacna in the north to Port Montt in the south has united its links. Its total length is more than 2100 miles, and owing to the peculiar shape of the republic, the main artery will be crossed or tapped by no fewer than 28 transversal lines, about 20 of which are already completed and are in active operation. These are Chile's feeders for her many ports.

Travel between the Chilean and Argentine capitals, 888 miles, has been reduced from a week or ten days to two days by way of the Andine tunnel, and no fewer than four other lines are building through Argentina toward the Andes and the Pacific, one of which has almost reached the foothills of the mountains.

Uruguay and Brazil have united their capitals by railway and both countries are building toward the interior. In 1910 Brazil constructed 1162 miles of new railroad. Inland Paraguay now has 235 miles of railroad, and other lines are building and planned. Within a few years Venezuela's new railroads have made it possible for the traveler to enter the country at La Guayra and pass out at Puerto Cabello. Three Colombian cities are rejoicing in the advent of the modern railroad. Bogota, the capital, has completed a road to the navigable Magdelena river; Medellin, an important commercial centre in the mining region, is united also with Magdelena; Cali, on the line of the Pan-American Railway, has united with the Pacific coast at Buenaventura, 80 miles distant. Ecuador today furnishes a par-

lor car to the equator over her $17,000,000 railroad stretching for 300 miles "along the roof of the world" from Guayaquil to Quito. Another railway is crawling up almost perpendicular walls from the Gulf of Caraquez to the Ecuadorian capital.

Years ago the indefatigable Henry Meigs astonished the world by building the Oroya Railroad in Peru to the greatest heights known to railroading.

In the very heart of the Brazilian jungle, 1500 miles from the mouth of the Amazon, engineers and builders have wrought a work worthy of taking rank with Panama and other wonderful undertakings. Fevers and tropical diseases have been fought and conquered, and the monument—a modern railroad 220 miles long around 19 rapids of the Madeira—opens a primeval forest abounding in products suitable for all mankind.

Throughout South America railroad construction has been most active, and the end is not in sight; to enter into details would consume too much time, therefore these mere outlines are mentioned.

At Rio de Janeiro the visitor marvels at the magnificent docking facilities, apparently sufficiently adequate and powerful to handle the commerce of the world; at Callao the Peruvian Government has completed the largest docks on the west coast; Valparaiso is spending $15,000,000 in building docks and in protecting her harbor; at Buenos Aires one is completely lost in a vast sea of steam and sailing vessels, perhaps no port in the world presenting a greater area covered with ships waiting to load and unload cargo; Santos, the world's greatest coffee port, has been transformed from a hotbed of disease to a clean and healthful city; at Guayaquil the officials are stamping out tropical disease, the government and the municipality having appropriated large sums of money for that purpose, and when these measures are accomplished Guayaquil will be one of the safest and most active harbors of the west coast; Montevideo has recently expended $10,000,000 in improving her port and in beautifying her two miles of water front; the far inland port of Asuncion, Paraguay, clearing one thousand ships annually, is making extensive improvements; La Guayra, in Venezuela, and Cartagena, in Colombia, have felt the call for larger port facilities, and are making them on an extensive scale. New and faster ships are using these ports and are bringing passengers and mail and freight to our doors in record-breaking time, and the recent decrease in cable rates and the advent of the wireless permit the exporter and the importer to talk with each other cheaper and quicker than ever before.

Naturally, the question arises, Why do capitalists continue to build railways and finance great enterprises throughout South America? The word "business" answers the query; for when we look at the financial returns from the railways many of those in Argentina show a profit of 4 per cent. on the invested capital; a recent year the Uruguayan roads returned a net profit of over 5 per cent. on their investments; the Sao Paulo road of Brazil maintained its 13 per cent. and the Great Western of the same country held its usual 6 per cent. dividend; four Chilean roads, privately owned, showed a net profit of 9 per cent.

A hurried glance at the financial returns from a few leading steamship lines and their Latin-American business shows an equally pleasing profit. The Hamburg-South America Line, trading with Europe and South America, declared a dividend of 14 per cent., against 10 per cent. in 1911; the Cosmos Line, running from Europe to west coast countries as far north as San Francisco, showed a net profit of 14 per cent.; the North German Lloyd raised its dividend from 5 to 7 per cent.; the business of the New York to South America lines has been stated as "very satisfactory," while the Lamport and Holt, the United Fruit Company and others have placed larger and finer ships in their South American service.

Worcester People in the public eye

Postmaster John A. Thayer

Hon. John A. Thayer

WORCESTER'S new postmaster, Hon. John Alden Thayer, just commissioned by the President to take control of the post office, comes from a family that has played a more or less conspicuous part in the events of the Commonwealth.

Mr. Thayer himself, besides having served as a Democratic congressman, is the son of Hon. Eli Thayer, who had more to do with saving Kansas for the Union in the restless days just previous to the Civil war than any other one individual.

It was the colonization program of Hon. Eli Thayer, projected in 1854, which forced Kansas over to the free territories. His "Plan of Freedom," as it was called, was promulgated at a meeting in the old City Hall of Worcester held March 11, 1854, to express the indignation of Massachusetts's public opinion over the repeal of the Missouri Compromise.

Postmaster Thayer is a native of Worcester, having been born here in 1857. He graduated from Harvard in 1879.

Mr. Thayer was prominent in Democratic politics during the contest which resulted in the election of the late William E. Russell as Governor of Massachusetts. As a result of this campaign Mr. Thayer was named for the post of clerk of the Central District Court.

This was in 1891. For five years Mr. Thayer occupied the position. Mr. Thayer was then succeeded by the late Major E. T. Raymond, who held the office until his death last year.

Twice Mr. Thayer went before the voters as a candidate for Congress. The first time, 1910, he was elected. Two years later he was defeated.

Mr. Thayer began life as a teacher. His father had established in this city the old Read Institute, and there Mr. Thayer taught, after leaving college, also teaching for a while at Dobbs Ferry, N. Y.

He prepared for the legal profession in the law school of Columbia University. Having completed two years in that institution, he was admitted to the bar in 1890. He began his practise in Worcester in the same year.

His present partnership with Charles B. Perry was formed after Mr. Thayer had been succeeded by Major Raymond as clerk of the Central District Court.

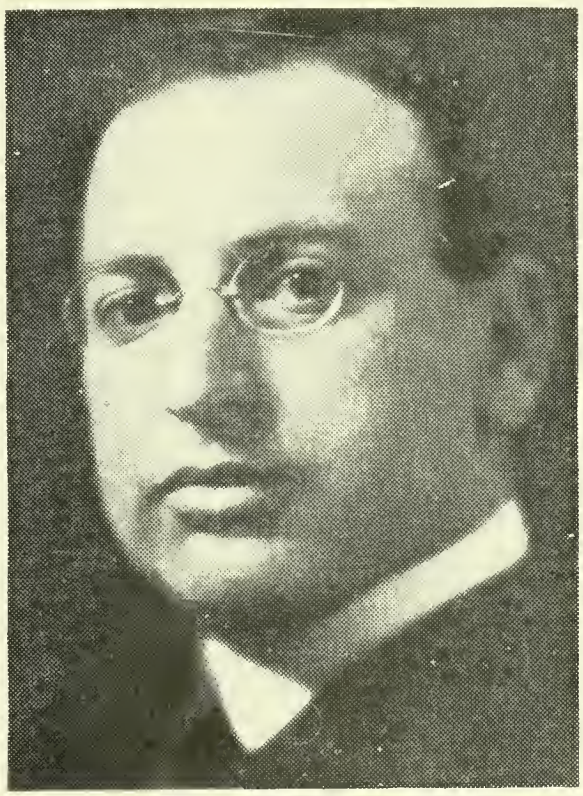
Earning Capacity—A Basis of Credit

What the Now Assured Worcester Morris Plan Company Will Have to Offer—Some Economic Reasons for Its Existence and Its Method of Operation Presented in Concise Form—The Solution of the Small Loan Problem

CONTRIBUTED

As it is now an assured fact that Worcester is to have a Morris Plan Company for loans and saving investments, it is appropriate to give an insight into the economic conditions which in this country have been the basis of the success of these companies wherever organized, and furnish some information bearing on the usefulness of such an institution to any community as well as an illustration of how a loan is negotiated or a savings fund created.

It is one of the remarkable facts of modern industrial life that the earning capacity of most men has not been recognized as a substantial basis of credit. Our great business system is largely based on credit and yet, earning capacity, the criterion of credit, has not been afforded its proper consideration. Beyond all doubt the earning capacity of our wealthy men is recognized by the banks and trust companies as well as the actual securities and real estate owned by these individuals, but in the aggregate there is a far greater earning capacity possessed by the laboring and industrial classes and this power has never been accorded proper recognition.



Mr. Arthur J. Morris

Without delving deeply into the realm of economics, we all admit that capital is largely created by labor, yet it is unfortunately true that labor has not in one sense been admitted to be a financial factor. A bale of cotton, a machine, real estate, or stocks or bonds provide the foundation upon which most of our large financial transactions are made. The American system of finance has made provision for financing these things, but aside from the professional money-lender, no provision has been made to finance the laborer or the salaried employee who creates most of them. The retail merchant, however, will take exception to this statement inasmuch as he has, to a considerable extent been affording credit facilities to the industrial classes. While this is a perfectly legitimate field of operation the practice has been so continually extended that in the efforts to afford "service," this privilege has become badly abused. It is to remedy this deplorable defect in the industrial and banking machinery of this country that the Morris Plan of industrial loans and investments has been established.

Continental European countries have blazed the path and shown us how the working man, the clerk and the small merchant can be supplied with a dignified and successful means for being assisted over periods of financial stress. Sixty years' experience in this field has shown that these facilities have been developed to an enormous extent, so much so that the statistics stagger us. In France, for instance, the small loans of the Bank of France amount annually to hundreds of millions of dollars. Out of 9,056,424 loans made by the Bank of Paris in 1913, over one-half were for sums of $20.00 or less. Thus some idea is gained of what it means to the small but self-respecting shop-keeper, the salaried man or woman, the trusted clerk, the mechanic, the laborer or the domestic servant to have access to financial credit under conditions and on terms as reasonable as those on which the merchant or man of property borrows at a commercial bank or trust company.

The only explanation of our failure to provide such facilities to the industrial classes in America seems to lie in the fact that we have been too busy in the development of big things to direct our attention to the individually small ones. Our institutions, fully occupied in the development of large enterprises have overlooked the fact that their resources might be loaned in small units quite as profitably as in larger ones and even more safely. It is difficult at first to appreciate fully the possibilities of this development, and it is largely by comprehending European experience and analyzing the humanitarian and financial results already secured in this country that one can reach a true understanding of the importance of this national undertaking.

Not until twenty years ago could an American of small means and without banking connections borrow money at reasonable rates. Since then, if he happened to live in New York City he might go to the Provident Loan Society, a society founded for the purpose of lending money on pawns by pledging a piece of jewel-

ry or an article of clothing, and could secure a small loan to tide him over an emergency. Before this society entered the field, the victim of circumstances, who was compelled to pawn his treasure, had to pay a very high rate of interest and often suffered the loss of the article pledged because of his inability to redeem it. The success of the Provident Loan Society is best attested by the fact that in the year 1913 its loans, averaging less than $33.00 each, totaled $17-000,000. The fact that it pays interest at six per cent. on its certificates of indebtedness and has accumulated a large surplus is substantial evidence of what can be done in the field of sociological effort if developed on a sound foundation and conducted on a strictly business basis.

The work of this society has been supplemented by that of other chattel loan societies which, as their names imply, make loans on pawns of household effects and other security of a like character. The operation of these societies is either wholly or semi-philanthropic; their interest charges from one and a half to three per cent. a month. They have unquestionably accomplished a great deal of good, but the volume of their business is limited and they do not touch the larger field where ultra-usury continues to thrive. Nor do they in any way serve the small merchant in the financing of his business.

Much has been said and written regarding the sociological service of the Morris Plan system of loans, but if this sociological service constituted its extent of usefulness it would not appeal to the hard-headed business man as much as it would to the sentimentalist. The Chambers of Commerce and other business organizations are lending every effort to provide better facilities to the manufacturing, wholesale, and retail interests within their community. With comparatively few exceptions all business houses carry unusually large lines of credit on their books. Imagine the service of an institution which will enable the small merchant to take advantage of his discounts, and to repay that institution weekly from the proceeds of his business! A short time ago, for instance, one of the Morris Plan companies in a southern city afforded the means for installing an elevator in a retail establishment. It was impossible for the merchant to secure the necessary funds from a commercial bank, yet with proper endorsement of his note by two friends he was enabled to borrow the necessary funds on the Morris Plan. Wholesalers likewise find this institution of infinite service. The small grocer, the butcher, the stationery store and other retail establishments find it possible to replenish their stocks or to extend their business by these facilities, making it possible for them to repay the Morris Plan company a prescribed sum each week from the proceeds of their business.

It has been repeatedly stated that the retailers of today perform to a considerable degree what is essentially a banking business. This is true, and has been the outgrowth of keen competition, but it also provides the purchasing public with a means to satisfy its immediate needs with a deferred payment. This practice has been responsible for and stimulated the growth of the installment houses. Many such institutions conduct a questionable business in that they are parasites on the industrial classes. The installment ready-to-wear shops serve a useful purpose at times by enabling a person employed in an occupation requiring a neat personal appearance but whose clothes have become shabby or threadbare through constant service, to procure new wearing apparel. These institutions make it possible for the small salaried classes to clothe themselves by paying for their purchases weekly, but the good they do is many times offset by their deception in values. In many cases their merchandise is sadly inferior, their profits unreasonably large, and their advertising displayed in vivid and alluring catch-phrases. Yet a large part of the purchasing public is attracted by their call and through their fraudulent methods. The Morris Plan company comes into a community and enables the honest and trustworthy citizen to secure cash for making such purchases and to repay that institution on terms consistent with his earning power.

THE OPERATION OF THE "MORRIS PLAN"

In order to illustrate how a loan is made, let us assume a loan of $50.00. The borrower must first satisfy the institution that he has actual need for a loan; that he has a steady earning power, and that he can get two responsible people, who may be in the employed class to endorse his note. He then fills out an application blank requiring answers to a list of pertinent questions such as the amount of salary, wages or income, by whom employed and the length of time in said employment, a full list of his debts and to whom owed. The two co-makers must answer a similar list of questions. If the applicant and his endorsers furnish satisfactory statements which upon being inquired into prove to be true, the applicant is required to sign a note which must also be signed by his co-makers. He then receives his money—in this instance $50.00 less a discount of six per cent., resulting in his obtaining $47.00, from which would be deducted an investigation fee of two per cent., making the net payment to him $46.00. In accordance with the terms of this note he subscribes to what is known as a "Class C" Installment Certificate of Investment in the denomination of $50.00, which he agrees to purchase by paying a dollar each week. This certificate is hypothecated as security for his note and as a protection for his co-makers. His co-makers are, of course, liable in case he fails to pay, but they receive the benefit of those payments which he has made up to the time of his default and simply continue the weekly payments in his stead until the debt is liquidated. If the payments are made in accordance with the terms, at the end of fifty weeks he shall have acquired an asset of $50.00 which two weeks later, when the note is due, may be utilized to cancel his liability. It will be observed therefore that these weekly payments are not made against the loan but against a saving certificate. Thus the borrower has the option of paying his note from any other source. If the "Class C" installment certificate is used to cancel the loan the transaction then terminates; if, on the other hand, the saving is continued the installment certificate "Class C" is then converted into a fully paid up "Class B" certificate. On the latter certificate interest at the rate of five per cent. per annum is allowed. Should the holder of a "Class B" certificate desire to borrow any amount up to its fully paid up value, he can do so at any time without endorsers or any other collateral. The "Class

" certificates on thirty days' notice can be cashed at any time at their face value. For the man who may not be able to invest in a fully paid up "Class " certificate, the Morris Plan permits him to purchase a "Class C" installment certificate by paying 1.00 a week for fifty weeks and allowing him four per cent. interest after his twenty-fifth payment has been made.

Thus the Morris Plan serves a double purpose. It enables the industrial classes to borrow to meet their economic needs, and it provides a means for converting the borrower into a saver. This investment feature has already performed a remarkable service in encouraging and developing a spirit of thrift, and to every community the Morris Plan means the development of a higher standard of citizenship.

THE WORCESTER MORRIS PLAN COMPANY

The Worcester Morris Plan Company now in the process of installation has a capital stock of $100,000 divided into shares of the par value of $100.00 each. Its organization committee, which had guided and directed the representatives of the Industrial Finance Corporation of New York City in the work of organizing the company in this city, is composed of many men most prominent in the professional, industrial and civic life of Worcester. Its personnel is as follows:—

Frederick B. Washburn, Chairman, Treas., Worcester Five Cents Savings Bank; Charles P. Adams, Kinsley & Adams, Investment Bankers; Charles L. Allen, Treas. and Gen. Mgr., The Norton Co.; George F. Booth, Publisher, The Worcester Gazette; Louis H. Buckley, Asst. Gen. Mgr., U. S. Envelope Co.; Chandler Bullock, Gen. Counsel, State Mutual Life Ins. Co.; Francis H. Dewey, Pres., Mechanics National Bank; Frank A. Drury, Pres., Merchants National Bank; Homer Gage, Physician and Surgeon, Medical Director, State Mutual Life Ins. Co.; Harry W. Goddard, Pres. and Treas., The Spencer Wire Co.; Paul B. Morgan, Pres. and Treas., The Morgan Construction Co.; Wallace T. Morley, Vice-Pres., The E. T. Smith Co.; W. H. Sawyer, Jr., Treas., W. H. Sawyer Lumber Co.; Frank C. Smith, Jr., Thayer, Smith & Gaskill, Lawyers; Harry G. Stoddard, Vice-Pres., Wyman & Gordon Co.; Reginald Washburn, Pres. and Treas., The Wire Goods Co.; Burton H. Wright, Pres., State Mutual Life Ins. Co.; and Henry P. Murray, Vice-Pres., Worcester Trust Co.

The Government's Foreign Trade Service

An Idea of the Operation of This Important Piece of Machinery So Necessary to Make the Bureau of Foreign and Domestic Commerce of Practical Value to the American Manufacturer Seeking New Outlets for His Product

By Mr. F. L. Roberts, Commercial Agent

IT is natural that business men should inquire whether the information concerning foreign markets for American goods which is collected and distributed by the United States Bureau of Foreign and Domestic Commerce is really of practical value and if its service has resulted in any business coming to the United States. Only one particular feature of the Bureau's service will be considered in this article and that is the "Foreign-Trade-Opportunity" announcements which are printed in practically every issue of the "Commerce Reports"—the United States Government's daily messenger to American business men, which contain important commercial facts coming from all over the world.

It is estimated that opportunities for obtaining trade abroad to the value of approximately $50,000,000 are annually brought to the attention of American manufacturers and exporters through the "Foreign-Trade-Opportunity" service, and in the majority of cases our business men obtain orders for the goods called for. The Opportunity service was begun in 1906, in which year there were printed 500 announcements concerning inquiries by foreign merchants who desired to purchase American-made goods. The number of inquiries has increased each year and in 1914, 2800 Opportunity announcements were published. Approximately 15,000 Opportunity notices have appeared in the "Daily Consular and Trade Reports" or the "Commerce Reports" as the bulletin in question is now called.

A service is judged by the practical results which it produces and the Bureau's "Foreign-Trade-Opportunity" service has certainly proven its value to the American manufacturer and exporter, as hundreds of business houses have so testified in letters to the Bureau. Manufacturers who started using the Opportunity service at its beginning are using it today, which is one proof that if the announcements were not "money getters" they would not continue to follow up the notices in question. It may also be stated that the largest manufacturing concerns in the United States, including those which have highly developed export departments with branches abroad, have availed themselves for years of the names and addresses of foreign business houses which are referred to in the Opportunity notices.

Practically all of the inquiries referred to in the "Commerce Reports" under the Foreign Trade Opportunities column emanate from the 300 American consuls who are stationed in all parts of the world. Commercial Attachés of the United States Department of Commerce and Special Agents of the Bureau of Foreign and Domestic Commerce who travel abroad also contribute to the Opportunities section. If a business man in Sydney, Australia, for instance, decides that he would like to handle a line of American-made shoes he can go to the American Consulate in Sydney, advise the officer in charge as to the kind of shoes he desires to buy, the price thereof, terms of sale, credit to be given, etc. The consul immediately transmits this in-

quiry to Washington and an announcement relating thereto is published in the "Commerce Reports" and is thereby brought directly to the attention of American manufacturers and exporters. If a manufacturer or exporter is interested in a certain Opportunity as printed in the "Commerce Reports," he writes to the Bureau or to one of its eight branch offices in the United States and obtains the name and address of the foreign inquirer. He then communicates with the foreign merchant and endeavors to obtain orders for his goods. The name and address of the foreign inquirer are not published in the announcement because to do so would enable an agent in this country of a foreign manufacturer to obtain the information in question and cable or mail it to his principals abroad, thereby in many cases preventing the American manufacturer or exporter from obtaining the business.

There are several important factors to be observed in following up Opportunity announcements which American firms should comply with in order to secure the most practical value of the service, and these are listed as follows:

1. Address the foreign inquirer in the language of the country in which he is located unless English is specified in the Opportunity announcement.

2. Give all details to the inquirer which it is possible to give. This applies to the sending of catalogues, prices lists, samples, names of banks through which business is done, discounts, etc.

3. Send copies of all letters to foreign inquirers, together with duplicate copies of catalogues and other descriptive literature, to the American consulate which supplied the address. If an American business man is not in a position to correspond with the foreign inquirer in Spanish, Italian, German, etc., he should transmit his samples, catalogues, etc., to the American consulate from which the inquiry originated and request the officer in charge to place the matter before the foreign merchant.

4. Care should be taken to insure the correct prepayment of postage on all letters, catalogues, samples, etc., which are sent abroad. Non-prepayment of the proper postage has often resulted in American manufacturers and exporters losing valuable orders.

The Bureau of Foreign and Domestic Commerce at Washington and its eight branch offices receive many requests from American manufacturers and exporters for addresses connected with "Foreign Trade Opportunities," therefore the foreign inquirer has placed before him the names of numerous firms and naturally all of them cannot obtain the order to which the inquiry refers. The American business house has however brought its name to the attention of a prospective foreign purchaser, which may prove of value in the future and he has also placed on file at American consulates detailed information in regard to the goods which he manufactures or exports which in the future will result in the American business man receiving direct from foreign merchants inquiries in regard to his goods.

A complete record has never been compiled as to the sales which have resulted from Opportunity announcements, but this feature of the Bureau's work is undoubtedly selling many million dollars' worth of American products abroad each year. The announcements cover all lines of trade and from a few of the reports by American consuls and from letters received by the Bureau of Foreign and Domestic Commerce from American manufacturers and exporters the following facts are given.

American firms secured contracts which amounted to a million dollars or more for supplying arsenal machinery to the Chinese Government, for supplying coal handling machinery to a port in South Africa, for material for the construction of a Japanese railway in Formosa, for building battleships for a South American country. Through the medium of the "Foreign-Trade-Opportunity" service the Sultan of the Arabian country of Oman was supplied with American waterworks for his palace at Maskat; steam plowing machines were placed on South African prairies; initial orders were secured from abroad for agricultural machinery, hardware, railway material, shoes and hundreds of other articles. American engineers and contractors secured contracts for building public works in many foreign countries by reason of the fact that they followed up inquiries referred to in "Foreign Trade Opportunities." The American consul at Reichenberg, Austria, reported that as a result of one Trade Opportunity notice which he forwarded, "an important commercial agency having over 200 branch offices in Bohemia and which at one time sold only German, French, and English goods, has entered into exclusive business relations with firms in the United States and now confines its purchases almost entirely to America." The first American carriages imported into Smyrna were ordered through the medium of a "Foreign-Trade-Opportunity" announcement. An export company in New York recently advised the Bureau of Foreign and Domestic Commerce that it has secured business from over 20 per cent. of the inquiries received through "Foreign Trade Opportunities" and that the monthly business transacted from one of its connections aggregates over $3000. Another export house in Chicago states that "we have just received an order from Trade Opportunity. We have the money and it cost us exactly seven cents to follow up the inquiry and obtain the order." A bridge construction firm in New York through a "Trade Opportunity" announcement obtained a contract to build foundations for a bridge in New Brunswick; a manufacturer of agricultural machinery writes, "We have secured several good customers for windmills and for goods in foreign countries through Foreign Trade Opportunities." A pump manufacturer in New York states that the Opportunity announcements have been of great value to him and have become so much a part of his foreign trade development work that their loss would be distinctly felt.

Many cases of this kind could be given, but those quoted above will be sufficient to show that the "Foreign-Trade-Opportunity" service is a splendid medium for developing trade along the lines of securing initial orders and thereby paving the way for future business. The Foreign Trade Opportunity notices are printed, as stated above, in the daily "Commerce Reports" which are sold by the Superintendent of Documents, Government Printing Office, Washington, D. C., for $2.50 a year. No charge is made by the Bureau for furnishing the addresses connected with the Opportunity announcements. News and trade papers reprint the Opportunity notices, thereby bringing them to the attention of many business men who might not otherwise obtain a knowledge of the same.

The Nation's Greatest Problem

What Is Being Done to Develop the Boys and Girls Unable Through Conditions to Remain Longer in Schools Yet Denied Employment by the Child Labor Laws—The Success of Wisconsin's Continuation School

By Charles E. Hildreth

THE really great problem of this country is what to do with the young boy or girl, unable through circumstances to continue longer in school yet prevented from working in many cases by very just and reasonable Child Labor Laws. A great problem since these boys and girls will, during the next half century, have a large influence on the destiny of this country.

It certainly behooves our law makers to see to it that if they pass one law to insure their bodies they must pass another to save their souls, for if you would surely send a lad or lass of from 14 to 16 straight to perdition just legislate them out of work into idleness, there is no easier mark for the evil one than the bright active boy or girl with nothing to do.

The State of Wisconsin has done much to solve this problem. In the City of Milwaukee, the State and City have established what is called the Continuation School. It is a school where the education of people who have left school and are employed can be continued. Here all boys and girls between 14 and 16 years of age must attend ½ a day a week for 32 weeks who are no longer attending a regular school and to whom a permit to work has been issued by the Industrial Commission ("Factory Inspector"). This permit will only be granted to a girl or boy who has graduated from the 5th grade or who has attended school 7 years. Persons not working must attend school every school day. Here boys under 16 are taught shop work, drawing, English, arithmetic, citizenship and the rules of health and safety.

During the present year they are equipped to give a boy instruction in Bakery, Bookkeeping, Carpentering, Cabinetmaking, Concrete Work, Draughting, Electricity, Machinist, Masonry, Painting, Patternmaking, Printing, Plumbing, Power Plants, Sheet Metal Work, Steam Fitting, Stenography, Clerking and Tinsmithing. This instruction is offered not with any idea of teaching a trade but to make them familiar with tools and aid them in selecting a trade or other skilled work that will enable them to earn substantial wages when they become men. It also saves what they have learned in school, by putting it to practical use, for in most instances these boys are working at boys' jobs where they learn but little that will enable them to earn better wages when men.

Girls under 16 are taught housekeeping, that is cooking, sewing, family purchasing, care of the sick and rules of health and safety. They are also taught English, arithmetic, citizenship, bookkeeping and stenography.

Last year 3157 boys and 2377 girls under 16 years of age attended the school. If they fail to attend the school they lose their permits and are obliged to attend Public Schools daily. In addition to this half time day school for children under 16, all apprentices under 21 years of age must, by law, attend one-half day a week throughout the school year of eleven months. They have this year about 300 apprentices.

The Night School feature is a very important part of this work, utilizing the equipment to the fullest degree. Here instruction is given to people of all ages in Draughting, Steam Engineering, Gas Engineering, Architecture, Printing, Baking, Stenography, Salesmanship, Pharmacy, English for foreigners, Estimating for Contractors, Plain Sewing, Dressmaking, Millinery and Cooking. This year there are some 1500 adults taking advantage of these opportunities.

The writer was privileged to attend the opening lecture to one division of 150 lads for 15 minutes beginning at 7.45 A. M. The instructor gave a most interesting illustrated talk on the thermometer, closing with a very impressive injunction as to the care of their teeth, all occupying but 15 minutes, but there was little doubt from their faces that they took in and understood every word he said.

All, then, scattered to their different studies for their half day. Following them through the different departments it was interesting to see the enthusiasm these little fellows put into their work. One instance will suffice to indicate how the prevailing traits are frequently discovered. A little fellow was pointed out at work in the Stenciling Department. The Instructor said he went through department after department a restless, turbulent spirit until he reached this department when his interest was arrested and his enthusiasm aroused. He progressed so rapidly that he was allowed to do a stencil border around two of the rooms, and the result would do credit to a journeyman. That boy found himself and will one day be an expert decorator, whereas left to himself, unable to continue school, forced by law to have too much time on the streets, he was of the type that might have developed an expert criminal.

So much could be written of the many and diversified branches of this work that to properly describe it as the writer saw it would fill volumes. It is only necessary therefore to say that here seems to be a method whereby young America can be made to mark up to its fullest ability if only our wise lawmakers put it in operation.

Boys and Girls Club Work

THE Massachusetts Agricultural College is devoting part of its energies in agriculture progress to the farm home. It is argued that if country boys and girls are to stay upon the farm and city boys and girls are to have a desire to live on a farm, the farm home must be attractive and efficient. It is believed that when these are realized many present problems will disappear.

With the problems of the farm woman and the farm home in mind, the college last year instituted a state-

wide Home Economics Club among boys and girls between the ages of 10 and 18 years. The work of this club was in the nature of a six months' contest. The activities were specified by the college under several heads. Under cookery was included soup making, bread making, cooking of meats and vegetables, preparation of desserts, making and baking pies, cake and cookies, making doughnuts, preparing breakfast and supper and canning and preserving.

Under household management were included 14 activities, among them table setting and serving, washing dishes, sweeping and dusting, cleaning floors, windows and lamps, building fire and blacking stove, helping with washing, ironing and assisting in the care of children. Under handwork was included sewing, darning and mending, basketwork, canning, crocheting, knitting and weaving.

Each contestant agreed to do all of the work without outside help other than advice and supervision. Five hundred hours' work was outlined, from which each contestant selected 150 hours, 75 of which were selected from the cookery. Each local club designated 40 hours of either bread making or canning as a common activity. Recipes, directions and suggestions were sent to the club members for guidance and unity in the work. Record and time cards were kept throughout the contest. Each member was required to bake at least 25 loaves of bread or put up at least 50 cans of fruit and vegetables. The scorecard used in judging the work of the boys and girls was as follows:—

Quality of work as shown by exhibits 30, skill shown in bread making by canning 20, quality of work as shown by inspection 20, quality of work as shown by reports 20, story of experience 10, total 100 points.

The first prize was a trip to Washington, the second a trip to some point of interest in New England, and the third a free week at the Massachusetts Agricultural College. But one prize was given; in awarding the second and third prizes the state was divided into sections, the highest scoring contestant in each section being counted as the winner. Two second prizes and 11 third prizes were awarded.

The first prize winner, who by virtue of her rank becomes automatically the president of the Massachusetts Boys and Girls Home Economics Clubs for 1915, is Miss Dorothy Rice, a 16-year-old girl of Westboro. She is a senior in the Westboro high school.

She has worked hard all through the contest and won with a score of 98.2. There were 838 boys and girls in the club and the competition was keen.

The two second prize winners were Florence Morton, Fairhaven, 17 years old, and Andrew Rice, aged 14, of Wilbraham, a student at Wilbraham Academy. Both of these had a rank of 96.3.

In awarding the third prizes the state was divided up considerably, eleven prizes being given as follows: Mary Atkins of Harwich, 13 years, rank 93; Dorothy Miles of Holden, 12 years, rank 92.8; Hermine Schulz of Roslindale, 14 years, rank 92.7; Mabelle Cady of Windsor, 10 years, rank 92.7; Rozella Ice of Williamsburg, 14 years, rank 92.6; Ethel Spooner of Brimfield, 15 years, 91.4; Frederick Rice of Wilbraham, 11 years, rank 91.2; Ruth Loud of North Abington, 12 years, rank 90.8; Helen Miller of Hadley, 15 years, rank 90.5; Helen Rowe of Bolton, 17 years, rank 90.3; Rose Whiting of Lanesboro, 12 years, rank 90.1.

The boy or girl receiving the highest score in his or her town is automatically elected president of the local club for 1915. For their respective towns this honor has fallen to these boys and girls:—

Bolton, Helen Rowe; Brimfield, Ethel Spooner; Clarksburg, Mabel Bishop; Fairhaven, Florence Morton; Hadley, Helen Miller; Harwich, Mary Atkins; Holden, Dorothy Miles; Lanesboro, Rose Whiting; Marlboro, Hazel Taylor; North Abington, Ruth Loud; Roslindale, Hermine Schulz; Sterling, Hazel Trask; Wilbraham, Andrew Rice; Williamsburg, Rozella Ice; Windsor, Mabelle Cady; Worcester, Dorothy Allard; Worthington, Esther Stevens.

The number of towns represented was 78, the number of teachers co-operating 163. All of the members made a total of 4454 loaves of bread, one girl alone making 265 loaves. One girl also put up 237 quarts of fruits and vegetables.

The club work of the state is divided into two groups: the home and school garden clubs and the boys' and girls' agricultural clubs. The latter are subdivided into the potato club, the corn club, the market garden club, the poultry club, the home economics club, and the canning club. There are prospects of the formation of an apple club and a pig club.

The work is under the direction of Prof. R. A. Morton, representing the United States Department of Agriculture, the Extension Service of the College, and the State Board of Agriculture, all of which agencies co-operate in carrying on the work. The Home Economics Club comes under the direct supervision of Miss Ethel H. Nash, extension instructor of agricultural education at the college.

Passports Not Required

Reports that residents of the United States desiring to visit or pass through Canada would find it advisable to secure passports, led the Traffic Bureau of this Chamber to get in touch with the Canadian government officials at Ottawa last week, with the result that a statement has been received that the Canadian immigration department will in no way interfere with bona fide travelling and that passports are not required. Citizens of the United States desiring to visit points of interest in Canada, transact business, or pass through that country on the way to other places will be as free to pursue their travels as they were before the outbreak of the war. It is suggested, however, that means of absolute identification be kept on the person of anyone leaving the United States, as such is often valuable to settle small mistakes and misunderstandings.

Hart on European War

Members of the Chamber of Commerce who heard Dr. Albert Bushnell Hart of Harvard University speak on the European war at the annual banquet, will be interested to know that he has just published a book on the same subject. It is from the press of D. Appleton & Co.

EDITORIAL REFLECTIONS

Concerning Looting

POSTMASTER General Burleson makes the charge that the railroads of the country are looting the postal revenues.

In the papers published March 22 the following words are credited to the Postmaster General and, if he is correctly quoted, they constitute a very serious charge and one the railroads should insist be made good or should take steps to have signally denied and with as much publicity as the original item.

> "the postal authorities are compelled to stand hopelessly by while the railroads loot the postal revenues."

Mr. Ralph Peters, the Chairman of the Committee on Railway Mail Pay, representing two hundred and sixty-four railroads, operating 218,000 miles of road, makes a staunch denial of the Postmaster General's published statement.

The Bi-partizan Congressional Committee which investigated the whole subject is not of the same opinion as Mr. Burleson and this is pointed out by Mr. Ralph Peters in a circular letter.

Among other things Mr. Peters says:

"The fact is, that Mr. Burleson, through lack of understanding of the postal service and through reliance upon advisors who were accused by the joint bi-partizan Committee of Congress of ignorance of their duties and greedy for arbitrary power, is himself permitting the government to rob the railroads of at least half what is due them for carrying the parcel post."

Mr. Peters further announces that this fight for fair treatment is to be carried to the people in every Congressional District in the country and in as aggressive a form as possible, with a view to obtaining redress directly from the people.

This accusation on part of our Postmaster General is strange, very strange, in face of the following government incident taken from an accredited journal considered by some to be more of an authority on railway matters than any federal department:—

"The Mail Pay Committee of the railroads calls attention to the fact that since the outbreak of the war in Europe the government has shipped nearly 200 tons of gold, worth about $99,000,000, from Philadelphia to New York without cost for railroad transportation. The gold was sent by parcel post. It was packed in canvas sacks, each containing $5000 and weighing a trifle under 19 lbs., and 19,800 such sacks were carried. The postage required, at the ordinary parcel post rates, was $4554, but this was merely a shifting of funds from one department of the government to another. The railroad furnished, altogether, four special cars. As an extra precaution, requested by the postal authorities, the cars were detached from the regular trains some miles from destination and hauled the remainder of the way by special locomotives. Round trip transportation was provided for more than 100 postal clerks and inspectors who accompanied the gold as guards and for each of whom the railway company was obliged to assume the same liability as for a passenger paying full fare. All of this was done without any compensation to the railroad beyond the regular monthly payment for the routine mail service. In similar manner, $5,000,000 was sent from New York to Boston and $840,000 from New York to Ottawa."

Getting away from governmental abuse of the Parcels Post, our friend, the "Lynn Review," the mouthpiece of the Lynn Chamber of Commerce, finds in the system the following:—

"No wonder we hear of fifty per cent. dividends being declared by the mail order companies. The parcel post did the trick! The government, by confiscating the express business and going into the parcel post field, with no adequate payment to the railroads for the service rendered, played directly into the hands of the mail order houses."

The Federal Trade Commission

LIKE a "ten twent' thirt' " show that has been press-agented as if it were a grand opera, the new federal trade commission, it appears, is about to come into being. It may be premature to make even suggestions about this recently created body, but the preliminaries bearing upon it justify the simile.

It has been much heralded as a great business doctor, with a wide practice, administering to many thousand patients of the country, and it was supposed that it would require a most generous financial appropriation to conduct such a big undertaking. After having passed the law creating this body, however, Congress does not seem to have treated the commission as seriously as it had been expected it would. It appropriated only $300,000 for the commission, aside from $55,000 for salaries. This is only $48,000 in excess of what has been appropriated for the Bureau of Corporations, which is to be absorbed by the commission. Moreover, the commission is to be jammed into the limited quarters in the department of commerce now occupied by the Bureau of Corporations, having accepted the kindly invitation of the department of commerce to get out of the cold and share its office space. Congress refused to appropriate any money for office quarters for the commission.

The commission is not coming into authority with the best of feeling, either. The Senate confirmed only four of the five commissioners. The fifth one never was confirmed. Thereupon, President Wilson did what was expected he made a recess appointment. Some say that being a new body, just organized, the President had no power to do this, among those taking this position being Senator Smoot, of Utah. The claim is made by those holding this view that a corporation scheduled for investigation could protest on the ground that the commission is not organized legally and could carry the case to the courts.

WORCESTER A QUARTER CENTURY AGO

April, 1890

Five Cent Fare for Trolley Lines

Agitation for five cent fares on the trolley lines of the city was a burning municipal issue during the month of April, 1890. This followed the petition of the Worcester Consolidated for the right to use electricity on its cars.

In response to a growing public demand, the City Government agreed to grant the petition provided the trolley company would put a five cent fare into effect all over the city, issuing transfers at the intersection of car lines.

The popular clamor for a five cent fare was insistent and plainly to be heard. Trolley passengers could ride for five cents from Adams Square to Webster Square, which was on one line, as now, but if they wanted to change at Harrington Corner and ride up Pleasant street, or if they wanted to ride down Front Street to the Union Station, or if they wanted to go to South Worcester or to Quinsigamond, they had to pay five cents more, making a total fare of ten cents. None of these rides was longer, all told, than the ride from Adams Square to Webster Square, which cost only a nickel.

Objection to the one-fare cry on the part of the railway company was vigorous. The company contended that such a move would be illegal and declared the city could not require it.

Before the end of the month, the City Government granted the petition to use electricity with certain restrictions. Careful provision was made that the employment of electricity should not in any way endanger the traveling public.

The one-fare move won out eventually. Thus at one stroke Worcester's street car transportation facilities were brought up-to-date and two elements which all cities now enjoy—electric cars and a five cent fare all over the city—were made tangible realities.

Opening of New Worcester Theatre

The coming of modern drama to Worcester 25 years ago created no small stir. When tickets for the opening performance at the Worcester Theatre on Exchange street were placed on sale on April 21, 1890, the rush for the seats equalled the scenes outside a baseball park before the beginning of a world's series.

The sale began at 9 o'clock in the morning, and the night before the crowd began to line up as early as 8 o'clock. It hardly seems credible that several score of persons camped all night in front of the store where the tickets were sold, but that is what occurred. Several of those in line were "proxies," holding the places for persons whom they represented.

The theatre was opened on May 5, with a production of "Shenandoah." It was a gorgeous occasion.

Anniversary of Lee's Surrender

Twenty-five years ago the Grand Army veterans of Worcester were celebrating the 25th anniversary of an event of which they are this month observing the 50th anniversary. That event was the surrender of General Lee's Confederate army at Appomatox Court House, Va., on April 9, 1865.

George H. Ward Post, G. A. R., which is this month holding a celebration of the 50th anniversary of Lee's surrender, conducted a reminiscent meeting on April 9, 1890, in connection with a fair held by the Woman's Relief Corps in Grand Army Hall. There were 12 booths and special decorative features.

Proposed Normal School Addition

The Legislative Committee on Education visited Worcester early in the month and inspected the State Normal School to ascertain the need and possible sites for a residence to be erected for the principal of the school. In these early days the principal lived in a leased home more than a mile from the school, and Worcester people interested in the development of this training school for teachers, filed a bill in the Legislature to have a house for the principal constructed on the property.

A site at the corner of Normal and Prospect streets was suggested and a building to cost in the vicinity of $6000 recommended. The committee, however, later in the month reported against immediate action upon the bill.

A New Home for the Y. W. C. A.

Mrs. C. F. Rugg, president of the Young Women's Christian Association, and a committee of public spirited women were busy this month in consultation with architects going over tentative plans for a Y. W. C. A. building in Worcester, and securing an idea of vailable sites in the center of the city for such a building, if it was found that enough interest was manifested and funds were forthcoming to warrant such a step being taken.

The committee had received several pledges of substantial amounts if their fund ever materialized, but Mrs. Loring Coes had the honor of making the first actual cash contribution of any sizable amount—$500—outright in cash.

Forrest Block Fire

On Easter day, April 6, 1890, a fire destroyed the Forrest block at the corner of Main and Austin streets. The building was owned by Ramson C. Taylor.

The fire broke out early in the morning and was not immediately discovered. When the fire department arrived the flames were bursting from many points in the structure and the firemen had a hard battle for several hours.

Luckily there was no wind to speak of, which probably prevented a conflagration.

Baptist Pastor Resigns

Rev. William W. Sleeper, associate pastor of the old Salem Square Baptist church, resigned that post on April 16, 1890, after a long term of service.

Worcester Chamber of Commerce
Worcester, Massachusetts, U.S.A.

"IN THE HEART OF THE COMMONWEALTH

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General Secretary, Herbert N. Davison
Treasurer, H. Ward Bates
Auditor, Frank B. Messinger
Clerk, Dana M. Dustan

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The Traffic Bureau

Traffic Manager
Joseph H. Lane

Assistant Manager
Henry A. Rousseau

The Bureau of Mercantile Affairs
William J. Conlon, *Secretary*

Current Events

General

March 1. Jay William Hudson, of University of Missouri, delivers strong address in favor of world peace before members of Public Education Association.

2. Mayor James M. Curley, of Boston, speaks on "Optimism and Opportunity" before members of Alhambra Council, K. of C.

2. Rev. H. G. Buckingham announces his retirement from Park Avenue M. E. Church in April.

Worcester Boy Scouts conducts great demonstration meeting in Mechanics Hall, proceeds going to charity.

5. Worcester County Law Library Association reelects officers at annual meeting.

7. Rev. Dr. Robert MacDonald preaches first sermon as pastor of Plymouth Church, before a large congregation.

8. Congressman Augustus P. Gardner and Ex-Secretary of the Navy George Von L. Meyer speak in favor of large army and navy, while Dr. W. H. P. Faunce, president of Brown University, opposes plan, at 65th dinner of Worcester Economic Club.

10. Andrew O'Connor, sculptor, commissioned by Spanish War Veterans and Worcester Art Museum to execute a monument in commemoration of Spanish-American war soldiers to be erected in Armory square.

Chamber of Commerce conference with State Board of Charity on Mothers' Aid Law brings together delegates from all Worcester charity and welfare organizations.

15. Hon. Stephen Panaretoff, minister to the United States from Bulgaria, guest of Judge William T. Forbes.

16. Jerome R. George elected president at annual meeting of Worcester Council, Boy Scouts.

20. Prominent Republicans speak at annual convention of Massachusetts Swedish American Republican Club at Hotel Bancroft.

29. Massachusetts jewelers meet in convention at The Bancroft for purpose of forming a state organization.

Order adopted by City Council to add one captain, two lieutenants and three sergeants to Police Department.

City Affairs

March 1. Worcester Aerie, F. O. E., vote to buy the Mary C. Eaton estate, 695 Main street, as site for new club house.

2. School Committee accepts plans of Architect John T. Simpson, of Newark, for North High School addition.

3. Albert F. Richardson announces candidacy for high sheriff of Worcester County.

4. U. S. Senate confirms appointment of Ex Congressman John A. Thayer as postmaster of Worcester.

5. Maj. Gen. Leonard Wood sends complimentary letter praising Emmet Guards for marked efficiency.

10. Large attendance at hearing before Legislative Committee on Roads and Bridges in favor of $250,000 bridge at Lake Quinsigamond. Senator Julius Garst opposes bill and urges $300,000 structure.

Worcester citizens express opinion against any change in charter plan of Worcester at hearing before Legislative Committee on Cities at hearing in City Hall.

15. City Council upholds veto of Mayor Wright on order to consider other means of garbage disposal than that in use at present.

Park Commissioners file document with City Council recommending lease of old Worcester County Club golf grounds for municipal golf course.

29. Paul E. Holmberg resigns as Sealer of Weights and Measures. Mayor's appointment of George A. Lindberg to fill vacancy held up by aldermen.

31. Alderman Alfred M. Van Dusen appointed assistant probation officer by Judge Samuel Utley.

Industrial

March 1. Petition filed for new Worcester Trust company to be known as the City Trust Co., to be capitalized for $300,000.

3. Edward F. Miner Building Co. awarded contract to build new $100,000 gymnasium for Worcester Academy.

10. John W. Higgins re-elected president and Donald Tulloch secretary at annual meeting of Worcester branch of the National Metal Trades' Association.

15. Ramsdell Specialty Co. plant in Greendale wiped out by fire; loss, $12,000.

16. General Manager Dana D. Barnum elected president of the Worcester Gas Light Co. to succeed the late Charles D. Lamson.

24. Miner Chipman addresses members of Chamber of Commerce and Publicity Association on "Modern Merchandising."

Philip H. Duprey buys Allen farm property on Salisbury street for real estate development purposes.

29. Worcester I. O. O. F. lodges open employment offices for members of craft.

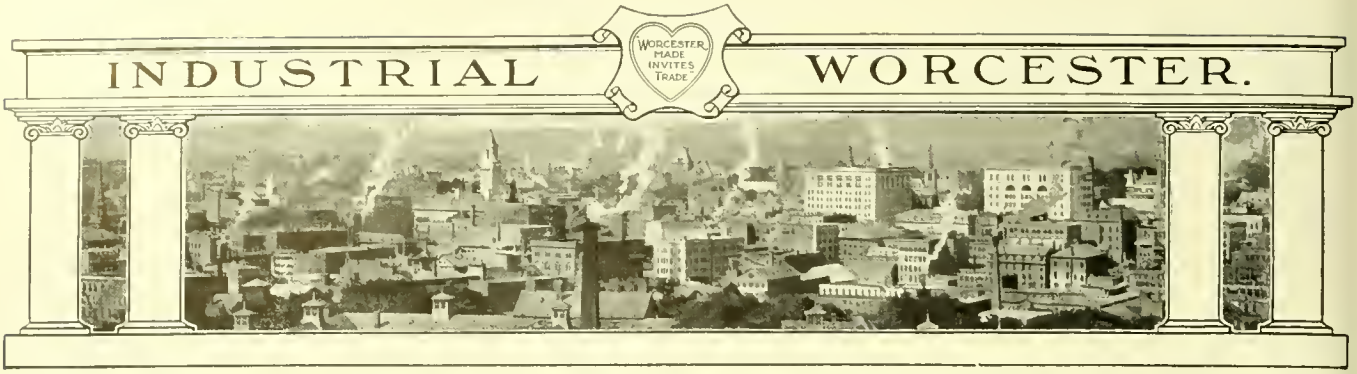
Necrology

March 4. Of old age, at his home, 7 Gates Lane, Rev. Charles M. Pierce, a retired Congregational minister, aged 80 years and 4 months.

9. Of pneumonia, at his home, 15 Freeland street, James Hunt, one of the most widely known deputy sheriffs in Worcester County, aged 82 years.

11. Of diabetis, at his home, 8 Lagrange street, James E. Estabrook, former postmaster and widely known in politics, aged 85 years, 4 months and 10 days.

31. Of asthma, at St. Vincent Hospital, Nicholas J. Mooney, widely known insurance man and long prominent in municipal and fraternal circles, aged 66 years, 5 months and 10 days.



New Home of Merchants National Bank

George A. Fuller Co., builders of the new Park Building, have begun to raze the four-story brick building at 448 Main street to make way for the enlarged home of the Merchants National Bank.

It is expected the new building will be ready for occupancy on September 1.

The accompanying cut shows the street elevation of the building. The bank will use its present building at 446 Main street until the new part is finished, when it will move in temporarily to allow the changes to be made in the interior of the two buildings.

The wall dividing the two buildings will be removed to allow for the large rotunda in the new institution.

The principal material of the front will be limestone, with granite entrance steps, bronze window frames and metal sash.

The interior will be practically new and double the size of the present building. Entering at the center of the building through a marble wainscotted vestibule, the president's office will be at the left and next to it an inclosure for the desks of the other officers.

On the right of the entrance, an alcove for women customers and the stairway to the safety deposit vaults in the basement will balance the president's office. Opposite the officers' inclosure will be a similar enclosure for a junior officer, information, telephone and statements.

Next to these inclosures the cages of the paying and receiving tellers on the right and for notes and discounts, collections, coupons and foreign exchange on the left, will extend nearly the depth of the bankingroom, with the savings department occupying the rear portion. A public space will thus be formed, surrounded by pavonezza marble counter fronts and bronze and glass screens.

Proposed Merchants National Bank Building

The woodwork in President Frank A. Drury's office and the alcove and on the screen that forms the lower part of the front wall of the bankingroom will be of gum wood, the main entrance and vestibule doors being mahogany.

The walls of the banking room will be plaster above the marble and woodwork.

The elevator and stairway now existing in the rear at the right will serve to reach the mezzanine story, where a locker-room, rest-room and toilets will be provided for women employes. In the rear left-hand corner a new stairway will reach the men's locker-room and toilet in the mezzanine story. Both stairways will extend to the second story.

The second story will be used for clerical and routine work, a large high room in front being reserved for the bookkeeping department.

A stairway near the president's office leads to the basement, where a lobby with marble wainscot opens into a consultation room, a director's room and an officers' toilet.

The floors of the principal basement rooms, of the officers' enclosures, president's office and woman's alcove will be of cork tile.

The building will be lighted by both direct and indirect electric systems, will be well heated and ventilated and will be provided with up-to-date methods of intercommunication.

On account of the necessity of keeping the business of the bank in operation while the work is going on and in order to keep as much of the existing construction intact as is possible, the second floor and roof will be supported by a truss spanning a distance of 70 feet and resting on a column near the rear and on a transverse truss and columns in the front wall.

The architect is Frank A. Kendall, Boston, with whom are associated William L. Johnson and Frederic M. Kendall. W. O. Whitman is the engineer for heating and ventilating.

While the Merchants National Bank is the youngest institution of the kind in Worcester it has become one of the largest in the State and more adequate quarters have been needed for some time.

Two-In-One Broom Co.

Two-In-One Broom Co., recently incorporated under the laws of Massachusetts, with a capital stock of $25,000, has leased a factory building on Grafton street at Rice square, and plans to begin the manufacture of brooms.

It will be equipped for the manufacture of brooms and brushes, and all its output will be assembled there for the wholesale trade. The company will confine its product to jobbers.

The president and treasurer of the company, Thomas J. Mocock, Lynn, has moved to Worcester and will direct the business, assisted by Charles C. Vayo, 55 Mendon street, a director, and J. Narcisse Cornellier, Ayer, the clerk.

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Manufacturers of Quality Electrotypes in Copper, Nickel or Steel.
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¶The leaders of industry and finance in this glorious country of ours are predicting an era of commercial prosperity the like of which has not existed for a generation. We are now on the eve of that revival and it will last for several years.

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¶Printing is the greatest single factor in our modern commercial life. It educates, it enthuses and it inspires, but more than all this—it sells the goods.

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IN CARLOADS OR LESS
THAN CARLOADS

AT THE RIGHT PRICE

F. E. Powers Co.

551 Main Street
Worcester

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

Island Silver Black Fox & Fur Company, Ltd.

Breeders and Fur Raisers

ARGYLE SOUND, NOVA SCOTIA

Capital Stock $70,000 **Par Value $100 per Share**

THIS company was started in a small way about three years ago. Incorporated December, 1913, and has been progressing slowly, but surely, ever since. Conceived on broad lines, its founders intend it to become the largest fur-bearing industry in this, or any other country.

The object of the company is to breed and raise fur-bearing animals that grow the most valuable furs for the fur market. Not so much the idea of raising breeders to be sold as such, although that branch of the business, which has been the source of such unusual profits in other companies, will have our attention.

ISLAND IN THE DISTANCE WHERE THE RANCH IS LOCATED

This company is particularly well equipped for the breeding of fur-bearing animals, our ranch being located on what is known as "Frost's Island," about 300 yards from the main land west of the township of Argyle Sound, Yarmouth County, Nova Scotia. It belongs to the company, as well as another island adjoining, of about 10 acres. The island is about a mile long, egg-shaped, comprising about 300 acres, twenty-five of which are under cultivation, with house and farm buildings for the accommodation of the ranchmen and their families. It is an ideal spot for the breeding and housing of small animals, the surrounding water confining them to the ranch, should any escape from their yards, also forming a barrier against the invasion of dogs or other would-be trespassers.

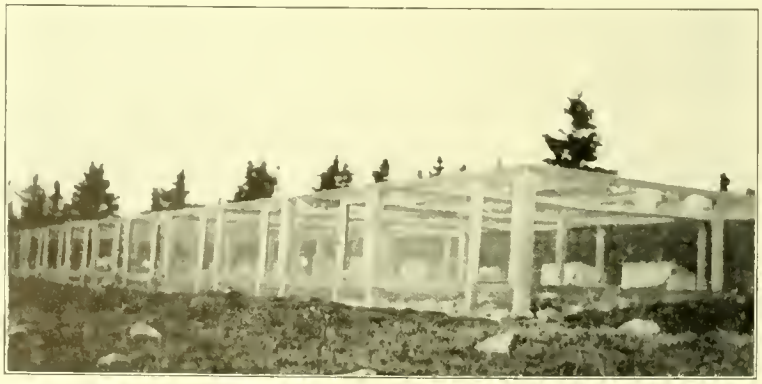
ONE OF THE COVES OF THE ISLAND

It is well stocked with cattle, some 30 head, besides about 100 sheep. The waters abound in fish, providing a cheap and plentiful supply of food for the kennels.

The island is also well wooded and about 80 feet elevation at the highest point, a most delightful spot for a camp, should any of our stockholders desire to visit the ranch and try their luck at fishing or duck-shooting among the many inlets of the neighboring islands.

65 yards with 180 kennels for confining the animals are already built, 30 of which are stocked with raccoons and 25 with foxes, among which are some of the finest silver blacks ever held in captivity. These silver black foxes were obtained for the company by our secretary, Mr. Oscar S. Ryerson, who is an all-around traveller and hunter, being familiar with the northwest country, having been at Dawson City during the gold excitement seventeen years ago.

Mr. Ryerson left Worcester for Alaska and the Yukon Territory in January, 1914, on a search for foxes; and on his arrival at the Town of Whitehorse, secured a dog team, took the trail, trading with the Indian trappers and secured 13 splendid foxes, some of which were pure silver black, others patch or cross foxes varying from 50 to 80% silver black. He stayed, fed, and travelled with these foxes night and day, and in the following month of March finally succeeded in landing them safe and sound



A SECTION OF THE FOX YARDS

You will benefit thereby stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

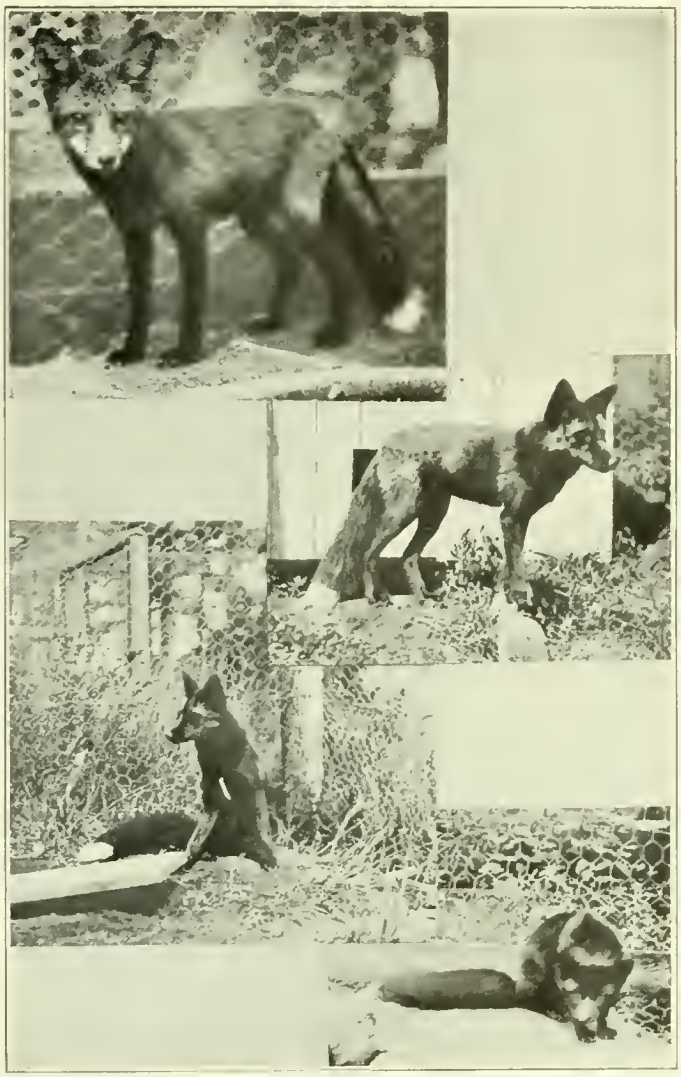
on our ranch, thus saving a large proportion of the initial cost of stocking a ranch with silver black breeders. The market value of this lot of foxes today is fully $30,000.

We have never lost an animal from disease or sickness since the business started. Our ranchmen (chief of whom is the brother of our Secretary) are experienced in feeding and caring for the animals and can look after thousands, as well as a few hundred, thereby reducing the cost of care per animal to a very low average.

It is our intention to breed thousands of raccoons and skunks every year; also to breed Mink, Martin, (Hudson Bay Sable) Persian Lamb and certain breeds of dogs.

We have engaged trappers both in the east and northwest for a supply of some of these animals and the money raised for what stock we sell of this company is to be used in paying for them, building more yards and kennels, also to provide for the natural increase from this year's breeding.

Our small 10 acre island is devoted entirely to skunks. They roam the island at will, burrowing on the shore among the logs, forming a very prolific colony of families. All the skunks are disarmed or deodorized before placing them on the ranch. This is accomplished by a simple surgical operation (removal of the scent glands) from which they recover in a few days. All skunks sold for breeders, before shipping, are obliged to submit to this operation.



1. A Red Fox Two Months Old—Showing a Dark Line of Blood
2. A Cross Fox, Red on Sides, Neck and Ears—September Fur
3. A Dark Silver Fox With a White Patch on His Breast
4. A Black Female in October

The small capitalization of this company assures the investor a large dividend, judging from what the demand is for pelts and breeders, and what it is likely to be in the future.

As we have all the favorable conditions, location, climate, environment, honest and economical management of its finances, as is assured by the personnel of the officers of the company, we feel sure we are offering a rare opportunity for a small investment, where one is reasonably sure of large returns for his money for years to come.

The officers of the company are all of this city:—

President
M. C. GOODNOW

Treasurer
CHARLES FIRTH

Secretary
OSCAR S. RYERSON

Some of the other officers are well-known business men:—

DIRECTORS

M. C. Goodnow
Charles Firth
F. H. Hamblin
Eugene H. Ryerson
George E. Buck
Percy O. Ryerson
W. A. Rossley

The officers draw no salaries. There are no agents. We certainly feel that the elements which make for success are with this company.

For further information, application for shares of stock, please apply to the officers of the company, or at the office, **Room 1, Graphic Arts Building, Worcester, Mass.**

ISLAND SILVER BLACK FOX & FUR CO., Ltd.

ARGYLE SOUND, NOVA SCOTIA

Office: Room 1, Graphic Arts Building, Worcester, Mass.

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

Spartan Leather Belting

will not only outwear any other belting material when used under the same conditions, but it will wear enough longer to make the cost less per year than the cost of any other form of transmission.

SPARTAN LEATHER BELTING

possesses a unique combination of extreme pliability, great tensile strength, high efficiency and wonderful durability; thereby insuring an instantaneous grip, less tension, and a material reduction of the friction load.

Send for further particulars, prices and samples of Spartan Belting.

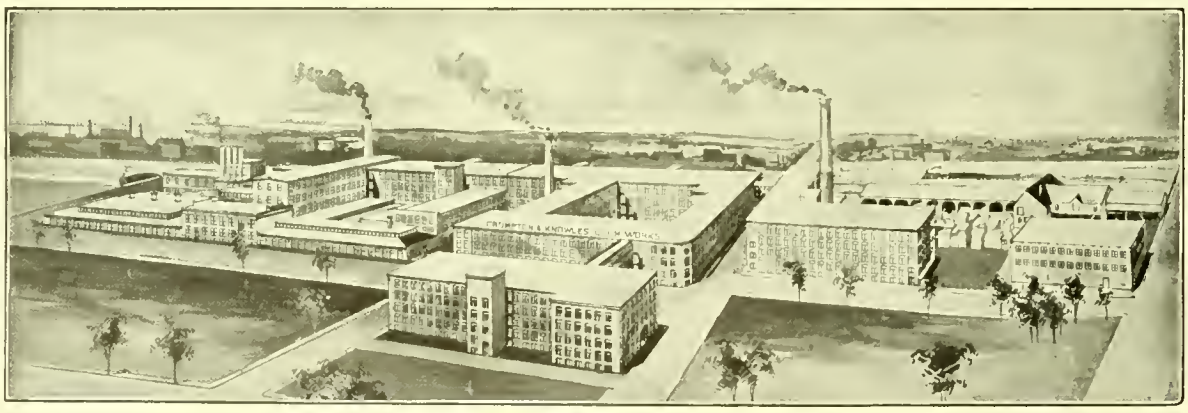
The Graton & Knight Manufacturing Co.

Home Office and Factories: WORCESTER, MASS.

Branches. Atlanta, Ga. Boston, Mass. Chicago, Ill. Cleveland, Ohio Detroit, Mich. Kansas City, Mo. Milwaukee, Wis. Minneapolis, Minn. New York, N. Y. Philadelphia, Pa. Portland, Ore. Pittsburg, Pa. San Francisco, Cal. Seattle, Wash. St. Louis, Mo.

Selling Agents for Texas, GRATON AND KNIGHT MFG. CO. of Texas, Dallas, Texas.

A LOOM FOR EVERY FABRIC



WORCESTER PLANT

Everything that may be woven by power—practically every kind of fabric used by civilized beings—is produced on looms built in these works.

Woolens and worsteds, silks, velvets, ribbons, cotton goods of every description, carpets and rugs, mattings and hammocks, belting and webbing, furnish an idea of the great variety of our weaving machinery.

In addition are dobbies, jacquards and supplies built in all of the different plants.

CROMPTON & KNOWLES LOOM WORKS,

WORCESTER, PROVIDENCE AND PHILADELPHIA

You will benefit [illegible] that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication

Worcester, City of Prosperity, invites your trade

Morgan Construction Co.

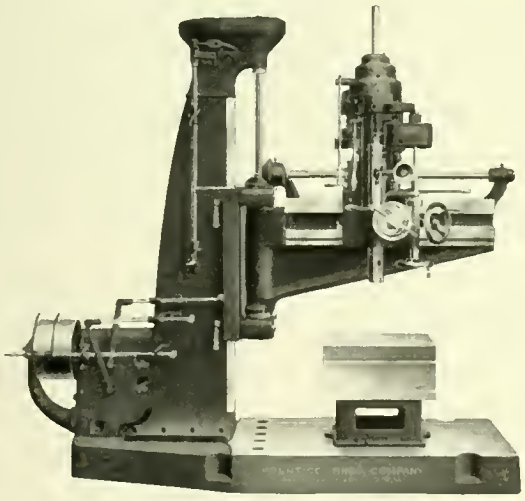
Have Built for Rolling Steel Products

72 PLANTS

58 in United States

5 in Canada
2 in England
1 in France
1 in Austria
1 in Belgium
4 in Germany

MORGAN CONSTRUCTION CO. M C Co WORCESTER, MASS.



The Throw of a Single Lever

attached to the patented Combined Feed Clutch and Spindle Quick-Return mechanism, enables the operator to—either raise or lower the spindle—operate the lever feed—and to engage or disengage the power feed—

This and many other time-saving features are contained in the latest

PRENTICE ALL-GEARED MOTOR DRIVE BALL BEARING DRILLING MACHINE

A rigidly constructed machine tool that is capable of furnishing a powerful torque for heavy work and high speeds for light work.

Special Spindle Counterweight Safety Device eliminates the possibility of accidental dropping of weight.

Feed mechanism can be locked securely by a simple latch pin without interfering with spindle quick return movement.

The "Prentice" consumes only about half of the power required for the same work by ordinary drilling machines.

Write for newest catalogue

REED-PRENTICE COMPANY

WORCESTER, MASS., U. S. A.

Selling Agents:

Manning, Maxwell & Moore, Inc., 119 West 40th Street, New York City

Philadelphia San Francisco Cleveland Boston St. Louis Buffalo Pittsburgh
Chicago Mexico City Detroit Milwaukee Yokohama, Japan

Foreign Agents: Fenwick Freres & Co., Paris, France; Charles Churchill & Co. Ltd., London, England; Van Rietschoten Houwens, Rotterdam, Holland; Moscow Machine Tool & Engine Co., Moscow, Russia; F. G. Kretschmer & Co., Frankfurt a.M., Germany; Buck & Hickman, London, England; Selson Engineering Co. Ltd., London, England; Alfred Herbert, Ltd., Coventry, England; Schuchardt & Schutte, London, Berlin, Vienna, St. Petersburg, Budapest, Stockholm and Copenhagen; The Allied Machinery Co. of America, Brussels, Paris, Turin and Zurich; H. W. Petrie, Ltd., Toronto and Montreal, Canada.

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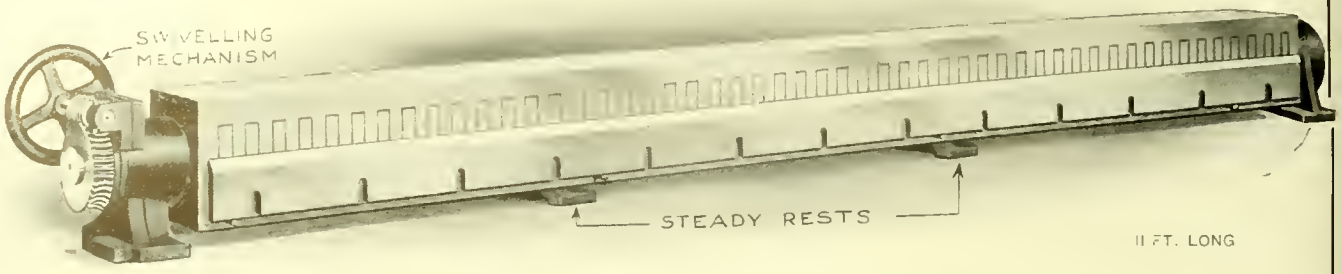
Worcester, City of Prosperity, invites your trade



THE PRODUCT OF EXPERIENCE—THE OLD RELIABLE WALKER MAGNETIC CHUCKS
FULLY GUARANTEED, ALL SIZES

O. S. WALKER & COMPANY, Worcester, Mass.

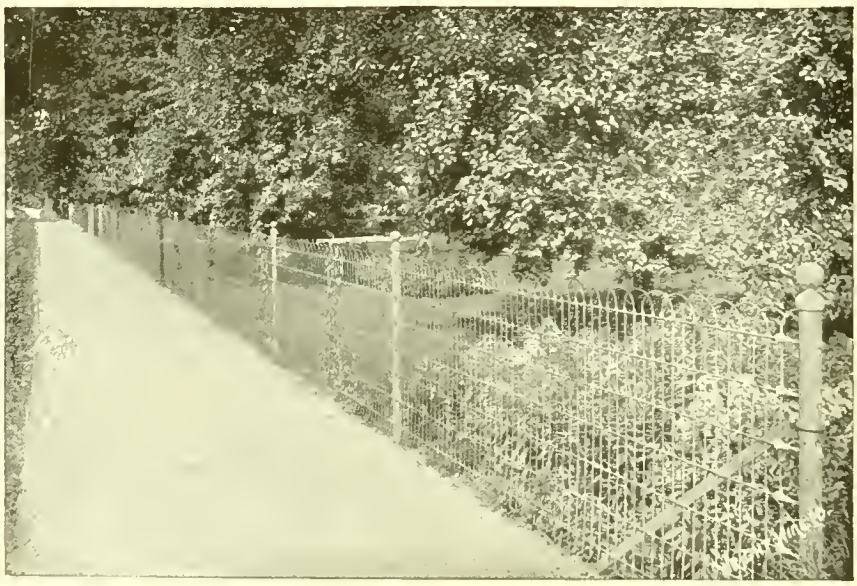
Worcester Machine Screw Company

Standard Screw Company Successor

Set, Cap, and Machine Screws and Special Parts

Worcester, Mass.

Excelsior Wire Fences



WILL beautify your property and increase its value.

¶ We erect them for you. Estimates free.

Worcester
Mass.

Wright Wire Company

Boston, New York,
Philadelphia,
Chicago,
San Francisco

You will benefit thereby by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

GEO·F·BLAKE·JR·&Co

WORCESTER, MASS.

BEAMS

I L

STEEL AND IRON

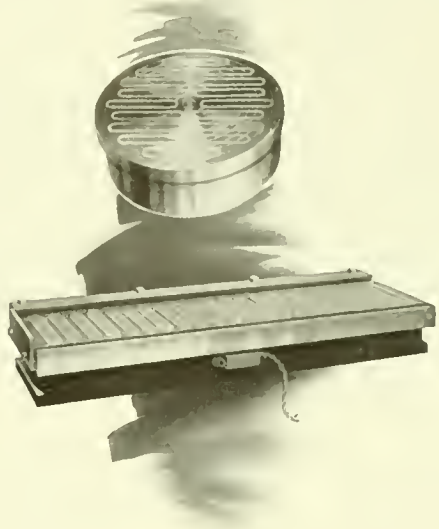
T T

TEES

ANGLES AND CHANNELS

BLACKSMITH & CARRIAGE HARDWARE

JUNCTION OF BRIDGE
FOSTER AND MECHANIC STREETS



A Better Magnetic Chuck Than You Have Ever Known

A Magnetic Chuck with a stronger pull, minimum current consumption, uniform and constant holding power, and a chuck which does not magnetize the machine on which it is used, which does not heat, which needs no ventilation, and handles work dry or wet—it is the HEALD.

These are not all. There are many other points of superiority in the

HEALD MAGNETIC CHUCK

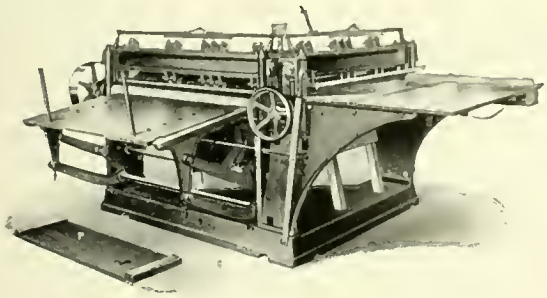
A Chuck of wonderful possibilities for planer, miller, grinder, or shaper work. Built in two types—the circular and the rectangular.

THE HEALD MACHINE CO.,
28 New Bond St., Worcester, Mass.

BRANCHES:
Chicago Cleveland Cincinnati Detroit

Paper Box Machinery

EVERY MACHINE NEEDED for the MANUFACTURE of



Double Scoring and Cutting Machine

PAPER BOXES, MACHINES FOR SLITTING AND REWINDING PAPER AND CARDBOARD, GLUING MACHINES, BALING PRESSES, PASTE AND GLUE MIXERS.

HOBBS MANUFACTURING COMPANY

26 SALISBURY STREET WORCESTER, MASS.

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

SHEET STEEL STAMPINGS

We make a specialty of sheet metal stampings and

Deep Drawn Work

finished in Nickel, Brass and Copper.

LET US ESTIMATE ON YOUR WORK.

Case-hardening to meet particular requirements.

MATTHEWS MFG. CO.

Worcester, Mass.

Standard Foundry Co.

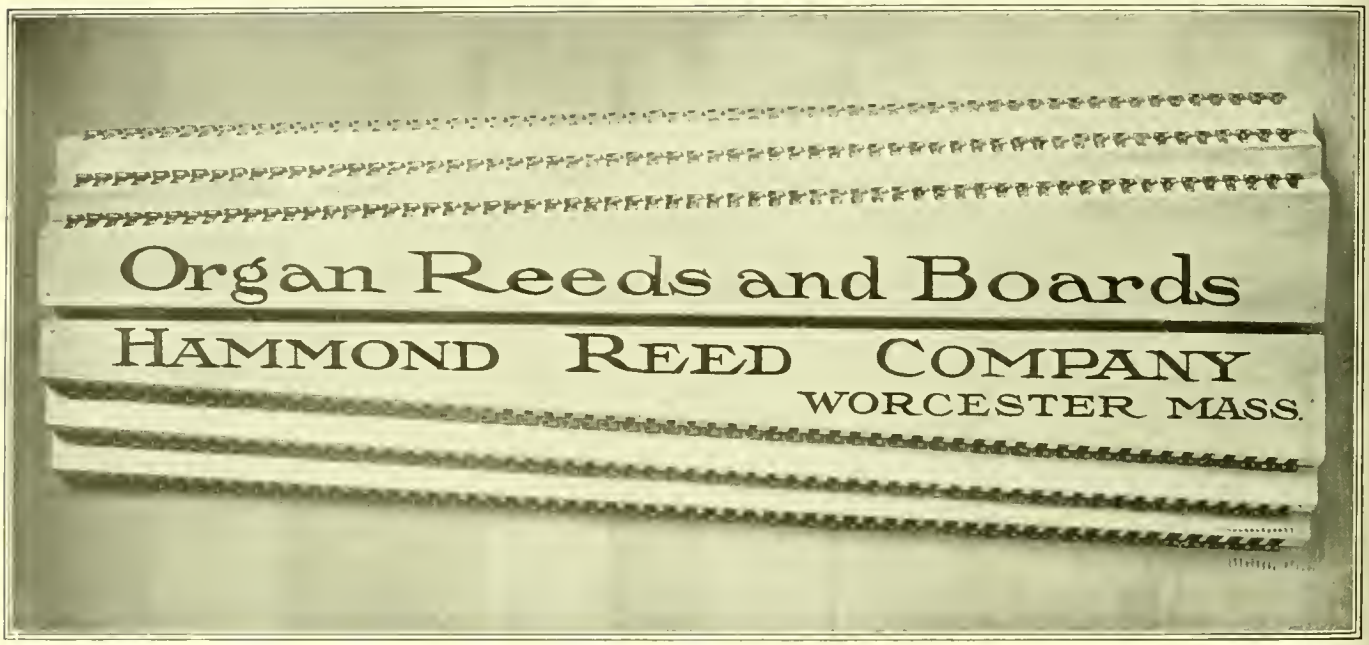
IRON FOUNDERS

Special attention given to the Manufacture of High Grade

Machinery Castings

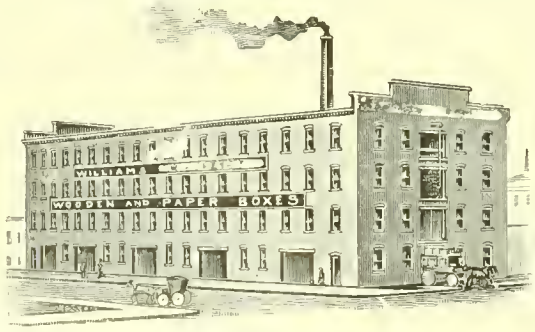
TAINTER AND GARDNER STREETS
WORCESTER, MASS.

Made in Worcester.



EVERY VARIETY

OF WOODEN AND PAPER
ALSO CLOTH COVERED BOXES



BOXES

One of the Most Complete Plants in Massachusetts

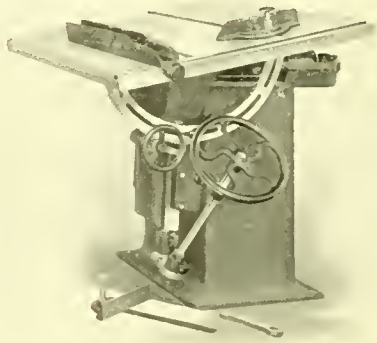
WILLIAMS & BRIDGES CO.

Manufacturers

72-86 Central St., Worcester, Mass.

Made in Worcester.

Improved Circular Sawing Machine



With Solid Frame and Tipping Table

This machine is designed for ripping and cross-cutting and its application is almost unlimited. Size of table 2 feet 10 inches by 3 feet 8 inches.
Weight, 850 lbs.

Price $100.00

Manufactured by

R. E. Kidder : 13 Hermon Street Worcester, Mass.

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Worcester, City of Prosperity, invites your trade

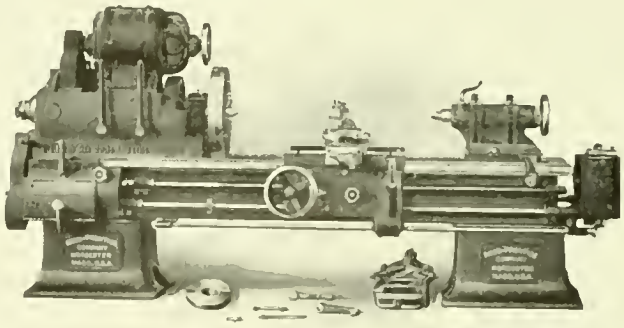
HEYWOOD SHOES

FOR MEN and WOMEN

415 Main Street

WORCESTER, MASS.

A photograph will aid your salesman, if the goods are too heavy to carry



E. B. LUCE

EXPERT PHOTOGRAPHER OF MACHINERY

WALKER BUILDING

TELEPHONE

ESTABLISHED 1820

PIONEER WIRE INDUSTRY OF AMERICA

WIRE ROPE OF ALL KINDS

ELEVATOR
TRANSMISSION
TILLER GUY
HOISTING
HAULAGE, ETC.

SPENCER

IRON AND STEEL WIRE AND SPECIALTIES

CLOCK SPRINGS AND HIGH SPEED STEEL

SPENCER WIRE COMPANY WORCESTER, MASS.

Jackson Street Foundry

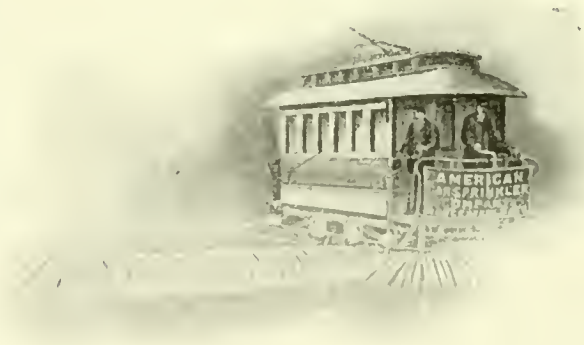
Light and Heavy

IRON CASTINGS

J. A. COLVIN, Proprietor

52 Jackson St. Worcester, Mass.

TO LAY THE DUST



AMERICAN CAR SPRINKLER CO.

WORCESTER, MASS., U. S. A.

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Worcester, City of Prosperity, invites your trade

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Worcester Trust Co. vii
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Wyman & Gordon ..... Inside front cover

Spring Is Coming!

BUSINESS IS THAWING OUT

GOOD PRINTING will help you land the business you're looking for.

The Davis Press, Inc.

Graphic Arts Building. Phone Park 537

Opium
Laudanum
Paregoric
MORPHINE
Heroin
Cocaine
Chloral

BROWNELL'S SPECIFIC speedily destroys and eliminates the poison, restores the organs of the body affected to a normal condition. It does not in any degree affect the most delicate constitution. There is prompt and continuous relief and rapid upbuilding of the shattered nervous system. Once cured patients do not suffer a relapse. Patients get drug whenever they ask for it to prevent suffering. The Brownell treatment has proven absolutely certain in action and uniform in results. Patients are under the care of physicians from start to finish. No suffering from withdrawal. Patients not confined to bed. Free forever in from three to four weeks. The Brownell method is thoroughly scientific—differs from all others.

Worcester County Medical Institute Co.

40 Wellington Street, Worcester, Mass.

Alcoholics sobered in thirty minutes. Craving destroyed instantaneously and forever. Patients go about their business in from 24 to 48 hours and continue taking medicine for thirty days.

Telephone Park 175-W

You will benefit thrice by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication

Worcester, City of Prosperity, invites your trade

Purchasing Agents Attention

If you are buying any of the following materials it will pay you to have them tested:

Iron, Steel, Brass, Bronze, Solder and Babbitt Metals.

Soaps, Bleaching Powders and Washing Compounds.

Coal, Fuel Oil, Lubricating Oil and Greases.

Gasoline, Naphtha, Turpentine, Paint Oils, Paints and Varnishes.

Soda, Lime, Alkalies, Fertilizers and Insecticides.

N. A. C. SMITH
CHEMIST

598 Main Street, Worcester, Mass.

WHEN YOU NEED OFFICE HELP

Call upon our Employment Department and we will place you in touch with office assistants that are carefully trained and fully competent to fill the position.

You will, in this way, secure the right kind of help without any inconvenience or delay, as we never recommend a student unless we are sure of the requirements of the position.

Experienced and inexperienced office help furnished without charge to either employer or employee.

C. B. POST, Proprietor

Worcester Business Institute

Telephone 5218

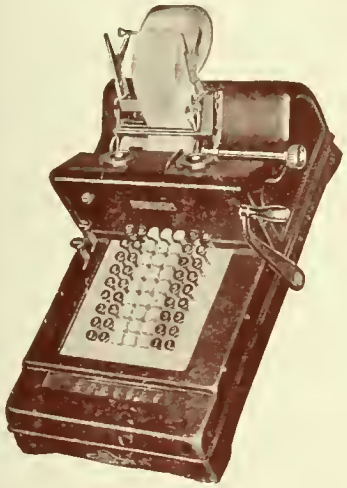
476 Main Street :: opposite City Hall

WE RESPECTFULLY SUBMIT THIS MAGAZINE, OF WHICH WE ARE THE PRINTERS, AS A SAMPLE OF OUR WORK

Belisle Printing *and* Publishing Co.

112 Front Street

Houghton Building Worcester, Mass.



Style 310

Burroughs Visible Desk Machine
$175.00, Direct from factory

WHY A BURROUGHS?

Because in its field it has no equal at any price.

BURROUGHS ADDING MACHINE CO.

Builders of

Adding, Listing, Bookkeeping and Calculating Machines.

830 Slater Building
Worcester, Mass.

VERITAS — CERTIFIED PUBLIC ACCOUNTANTS — NEACO — PRODUCTION ENGINEERS

New England Audit Company

Incorporated under Laws of Massachusetts

Certified Public Accountants
Auditors, Industrial Engineers, Systematizers

FREDERICK J. HILLMAN, C.P.A.
Pres. and Gen. Mgr.

CHARLES O. WALKER, C.P.A
Mgr. Audit Dept.

FRANK B. MESSINGER, C.P.A.
Mgr. Boston Office

WALTER M. CURTIS, S.B.
Mgr. Engineering Dept.

WORCESTER OFFICE

633 State Mutual Bldg. FRANK B. MESSINGER, C.P.A., Local Mgr.

SPRINGFIELD WORCESTER BOSTON

PARK BUILDING

From One-Third to One-Half Your Time Is Spent in Your Office

Pleasant Conditions

with good air and view and the best of sanitary conveniences will add years to your professional or business life

This Means Much to You

—It means that your competitor—who is handicapping himself with a dark, untidy office, is losing his grip

—It means that you are keeping up with the spirit of to-day

—You can serve the people better by being in the

PARK BUILDING

Offices, $15.00 and Up

PARK BUILDING CO.

MAURICE F. REIDY, *Renting Agent*

716-717 State Mutual Building

The WORCESTER MAGAZINE Illustrated

NATIONAL ASSOCIATION OF CORPORATION SCHOOLS

Group of delegates at 1914 Convention in Philadelphia, photographed in front of Curtis Publishing Co. Home

CONVENTION NUMBER

NATIONAL ASSOCIATION OF CORPORATION SCHOOLS

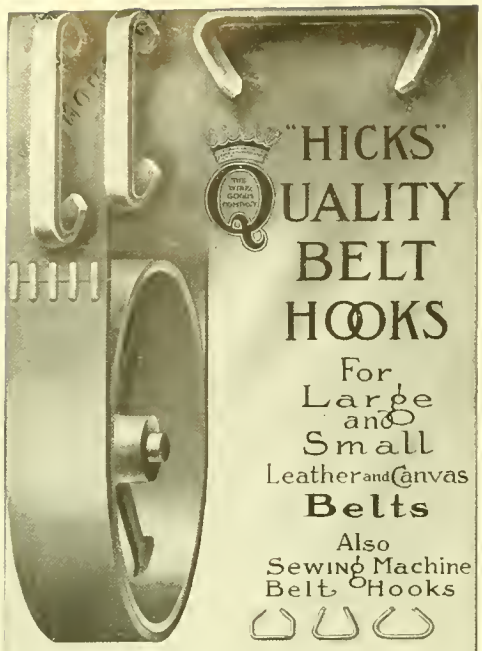
MAY, 1915

$1.50 per year

Published by the Worcester Chamber of Commerce

WORCESTER, MASS., U. S. A.

15 cents the copy



"HICKS" QUALITY BELT HOOKS

For Large and Small Leather and Canvas **Belts**

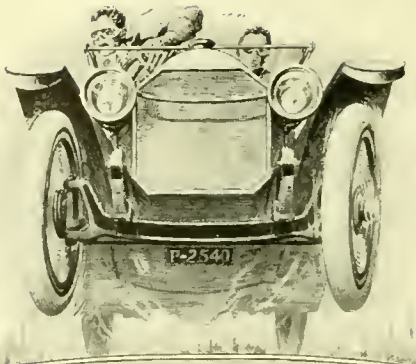
Also Sewing Machine Belt Hooks

Send for Samples and Prices

"EVERYTHING IN WIRE"

THE WIRE GOODS COMPANY

Worcester, Massachusetts, U.S.A.



DROP FORGINGS

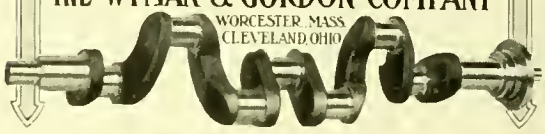
Gears, Axles, Crank Shafts Steering Knuckles and other parts where strength and reliability are required are best Drop Forged and toughened by our heat treatment

We use the best steels, specified, analyzed and approved by our own Physical and Chemical Laboratories, thereby assuring a uniform product

Send Blue Prints for Estimate and Engineering Advice

THE WYMAN & GORDON COMPANY

WORCESTER, MASS.
CLEVELAND, OHIO



The Samuel Winslow Skate Mfg. Co.

Worcester, Mass., U. S. A.

Makers of

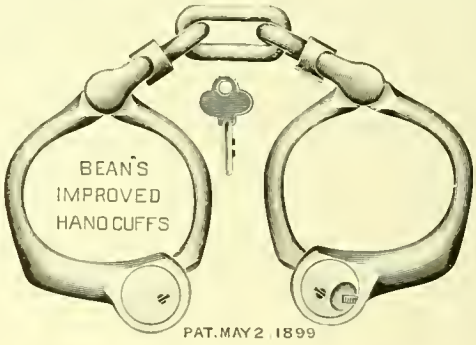
WINSLOW'S Skates

THE BEST ICE AND ROLLER SKATES

THE BEST AND MOST WIDELY KNOWN SKATES IN AMERICA. THE BEST AND MOST WIDELY KNOWN SKATES THE WORLD OVER

STOCKS CARRIED IN

WORCESTER, NEW YORK, LONDON, BERLIN, PARIS, SYDNEY, BRISBANE, AUSTRALIA, DUNEDIN, AUCKLAND, WELLINGTON, NEW ZEALAND.



THE GENUINE

BEAN'S IMPROVED HANDCUFFS, LEGIRONS and TWISTERS

The Standard Equipment of the Police and Detective Departments of the Leading Cities

This line is of the highest grade, as light as the severe service required will permit and unsurpassed in finish.

The cuffs will fit all sizes of wrists and cannot be unlocked without the key. Set locks avoid locking by accident. Rounded corners and absence of projecting arms prevent injury to officer and prisoner.

COMPLETE CATALOG ON REQUEST

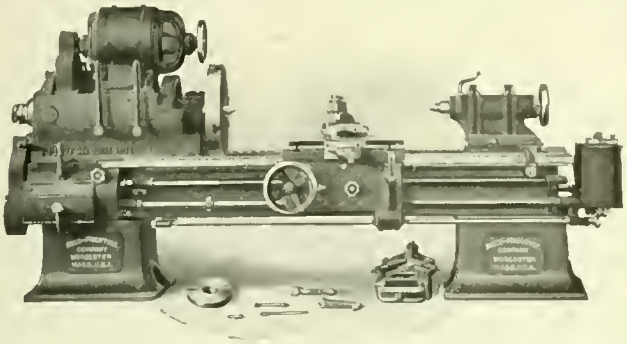
Manufactured by

Harrington & Richardson Arms Co.

Worcester, Massachusetts, U. S. A.

WHICH IS THE BETTER ECONOMY—

To buy a lathe which may "look the part" but which isn't there when you want to do an accurate job, a lathe which will deteriorate rapidly and will be consigned to the scrap heap after two or three years of unsatisfactory and unprofitable service . . . . .



Or, to buy a lathe which is **Accurate and Reliable,** one that will stand by you and do **Highest Grade Work Only,** year after year—one that not only "looks the part" but is . . . a Real Lathe, in other words a "Reed."

Granting that the "Real Lathe" does cost 5%, 10% or even 20% more at the start, isn't it the better proposition?

Write for new Motor Driven Lathe Bulletin, also new printed matter of Standard and Heavy Duty Engine Lathes, Plain Turning Lathes, Stud and Bolt Lathes, Hand Lathes, Manual Training Lathes.

Write for newest catalogue

REED-PRENTICE COMPANY

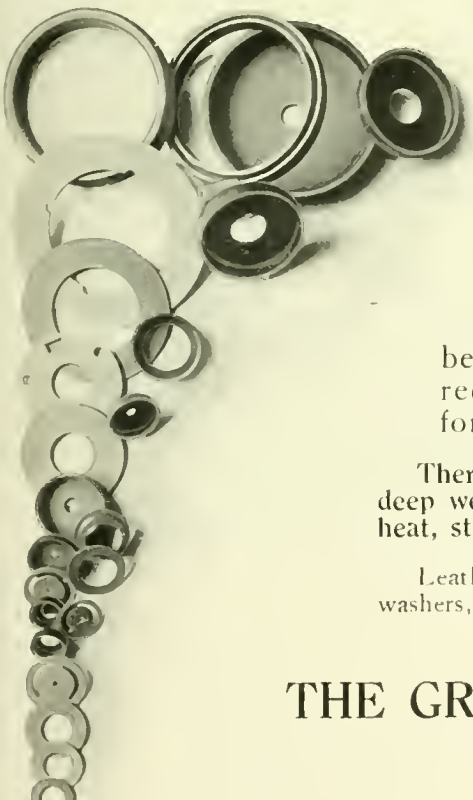
WORCESTER, MASS., U. S. A.

Selling Agents:

Manning, Maxwell & Moore, Inc., 119 West 40th Street, New York City

Philadelphia, San Francisco, Chicago, Cleveland, Mexico City, Boston, Detroit, St. Louis, Milwaukee, Buffalo, Yokohama, Japan, Pittsburgh

Foreign Agents: Fenwick Freres & Co., Paris, France; Charles Churchill & Co. Ltd., London, England; Van Rietschoten Houwens, Rotterdam, Holland; Moscow Machine Tool & Engine Co., Moscow, Russia; F. G. Kretschmer & Co., Frankfurt a M., Germany; Buck & Hickman, London, England; Selson Engineering Co. Ltd., London, England; Alfred Herbert, Ltd., Coventry, England; Schuchardt & Schutte, London, Berlin, Vienna, St. Petersburg, Budapest, Stockholm and Copenhagen; The Allied Machinery Co. of America, Brussels, Paris, Turin and Zurich; H. W. Petrie, Ltd., Toronto and Montreal, Canada.



LEATHER PACKINGS

The true value of a leather packing is determined absolutely by its service. When you buy G. & K. Leather Packings—you always buy

Packings Plus Service

because they are cut and constructed throughout in a correct technical manner from firm leather especially adapted for the purpose.

There is a G. & K. Packing for every condition—for ordinary service—deep well and high pressure service, and special grades for exposure to heat, steam, hot water, grease, acid, etc.

Leather Packing Catalog describing complete line of packings, valve leathers, washers, etc., sent upon request. Consult us for prices and samples.

THE GRATON & KNIGHT MFG. COMPANY

Oak Leather Tanners and Belt Makers

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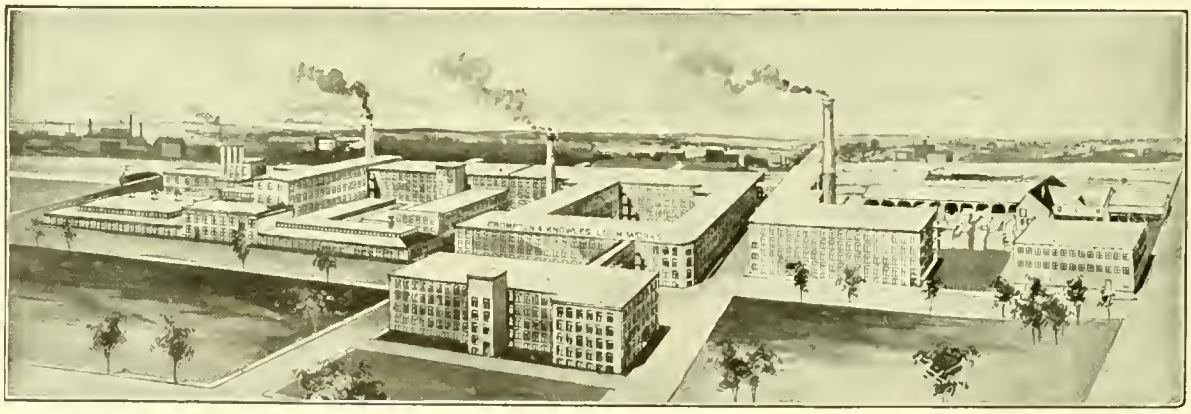

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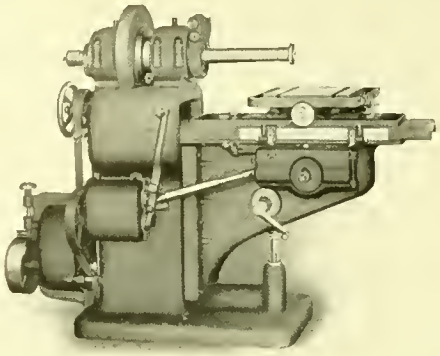

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THE WORCESTER MAGAZINE

VOL. XVIII MAY, 1915 No. 5

Published monthly by the Worcester Chamber of Commerce, 11 Foster Street, Worcester, Mass., U. S. A., and devoted to the advancement of Worcester's business interests in this country and throughout the globe, mirroring each month the civic development and industrial progress of the Heart of the Commonwealth. Subscription price, $1.50 a year; single copies, 15 cents. Advertising rates on application. Entered at the Worcester Post Office as second class matter. Herbert N. Davison, General Secretary of the Worcester Chamber of Commerce, Editor; William J. Conlon, Secretary, Bureau of Mercantile Affairs, Associate Editor; Herbert L. Fiske, Advertising Manager

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1829

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VIKING CRUCIBLE STEEL

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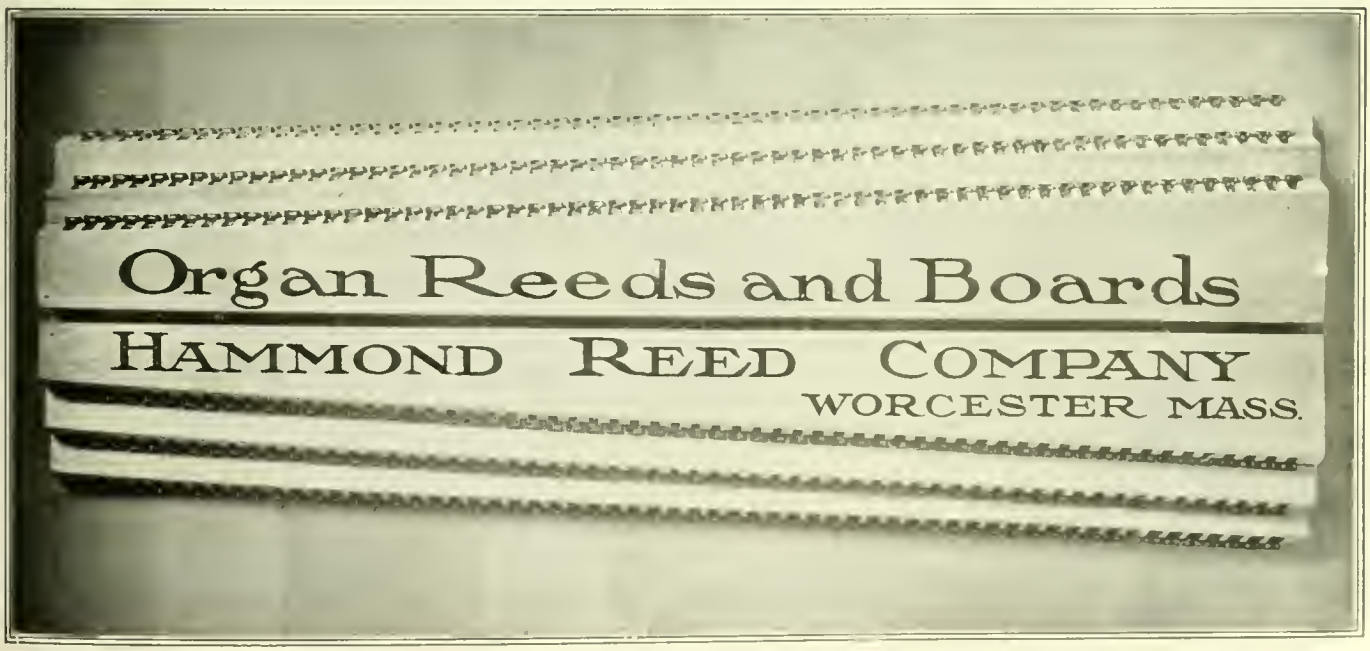

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Worcester City of Prosperity

The following poem was written by Mr. Carroll B. Cummings, a travelling salesman of Cape Elizabeth, Me. It was inspired through various visits to Worcester, dedicated to the City and forwarded to the Chamber of Commerce for publication in The Worcester Magazine

There is a city well-known in Massachusetts, fair state,
Where a sign greets the stranger as he enters her gate.
Prosperity it spells with lights all aglow,
As its radiant beams it casts on the snow.
To the native it's joy, to the stranger it's bliss,
To have in our country a city like this.
Here's a toast to this city of prosperity and fame,
May she push right ahead and add to her name,
Till it rings and it rings through this nation of ours,
And stand through the ages like great mighty towers.
May she be the guiding star to all in her train,
This City of Worcester, Prosperity and Fame.

CARROLL B. CUMMINGS.

The WORCESTER MAGAZINE

MAY - 1915

The National Corporation Schools Convention

Worcester, the First New England City to be Honored as a Meeting Place for the Members of This Important and Rapidly Growing Association—A Resume of the Convention Program and Plans for Entertainment of the Visitors While in This City

A notable event in the business annals of this city will be the four days' convention of the National Association of Corporation Schools, which takes place in the Bancroft Hotel, June 7th to 11th, inclusive.

While the organization known as The National Association of Corporation Schools is practically unknown to the majority of New Englanders, it has been in existence nearly three years and numbers among its members many of the most prominent industrial concerns in the United States. It was brought into existence by the growing demand for properly trained, efficient employees in many departments of industry and as a consequence a number of prominent manufacturers and leaders along industrial lines, who had been interested for some time in the industrial and vocational training of their employees, banded together for the purpose of mutually profiting from each others' experience and thereby increasing and advancing the efficiency of such education in their own institutions. No discrimination was made against any one line of industry or any class of employee and the courses conducted by the various institutions train students for such varied positions as salesmen, executives, machinists, engineers, electricians, laboratory assistants, clerks, office employees, shop superintendents and foremen, retail sales positions, floorwalkers, accountants, etc.

The coming of this convention to Worcester, at the invitation of three of Worcester's leading industrial corporations, the two Norton companies and the American Steel & Wire Co., marks a decided step in the right direction along the lines of industrial and vocational training in New England. It was through the efforts of representatives of these companies, Howard W. Dunbar and J. F. Comstock of the Norton companies, and C. R. Sturdevant of the American Steel & Wire Co., that the arrangements for bringing this big convention to Worcester were made. Officials of the Association realized that New England is in need of an awakening in the matter of industrial education and felt that by holding a convention in Worcester it would be possible to interest the heads of industrial concerns, not only in this city, but throughout New England, in furthering the industrial and vocational training of employees.

Dr Charles P. Steinmetz
Of the General Electric Co., President of the National Association of Corporation Schools

Worcester is particularly fortunate in being selected as the city for this convention as it will bring here some of the biggest men identified with the largest corporations in the United States, in addition to representatives of the leading manufacturing concerns, educational institutions and large retail establishments. Many of the men who will be represented are not only of national, but of international prominence in big business affairs and their doings at this convention will be carefully looked into by all big corporations who are interested in developing the efficiency of the individual employee with respect to increasing the efficiency of industry in general.

The meetings of the conventions will be open to non-members of the Association and a large attendance of representative business heads, not only in

Worcester, from all over New England, is looked for. Every effort will be made to give the visitors the fullest possible information regarding the work of the Association and to encourage them to inaugurate a system of industrial education in their own plants. This is one of the principal aims of the Association—the furthering of industrial education by encouraging other business concerns to take up the work and carry it on with the co-operation of their fellow-workers in the Association.

The Chamber of Commerce has volunteered to assist the hosts if needed in looking after the comfort and entertainment of the delegates and their wives, so that the visitors will receive a favorable impression of Worcester and carry away pleasant memories.

Tentative plans for the convention call for the arrival of the majority of the delegates at the Bancroft Hotel on Monday, June 7th. The convention will hold its first sessions on Tuesday, beginning at 9 o'clock in the morning and continuing throughout the afternoon, with a round-table talk at night.

The convention will be opened with an address of welcome by George I. Alden, President of the two Norton companies, and he will be followed by Mayor George M. Wright, who will throw the city open to the visitors. President Charles P. Steinmetz of the Association will respond. Reports of the President, Secretary and Treasurer of the Association will follow, also a report of the work of the Association during the past year and an account of the problems before the convention. The Tuesday afternoon and night sessions will be in the Boys' Trade School.

Wednesday morning the second session will take place in the ballroom of the Bancroft, opening at 9 A. M. At 1:30 o'clock in the afternoon the delegates will leave by special cars for a visit to the plants of the Norton Co. and the Norton Grinding Co. A complimentary luncheon will be served to the delegates at 6 o'clock and the night session will be concluded in Assembly Hall.

Thursday, there will be an all-day session at the Bancroft and the day will be wound up with the annual banquet at 8 o'clock in the hotel ballroom.

Friday morning will witness the closing session of the convention and also the annual business meeting and election of officers. Friday afternoon the delegates will be taken to the Worcester Country Club for an afternoon of recreation. A dinner will be served in the clubhouse and the evening given over to an entertainment, details of which have not yet been wholly completed.

As will be seen from the proposed program, very little time is allowed for sight-seeing or recreation, it being the custom of the convention delegates to devote themselves almost wholly to business.

Mr. John McLeod
Of the Carnegie Steel Co., First Vice-President

Dr. Lee Galloway
Of the Alexander Hamilton Institute, Secretary

Mr. F. C. Henderschott
Of the New York Edison Co., Executive Secretary

One of the features of the convention will be a daily newspaper containing complete reports of each session and convention news in general. This is to be published by the hosts and has been placed in charge of the local publicity committee.

The National Association of Corporation Schools was founded January 24, 1913, and the first meeting was in New York University. Representatives of many of the leading manufacturing firms of the United States and a variety of other industrial and mercantile interests were present at this meeting. A number of the concerns represented had already done much toward increasing the efficiency and bettering the welfare of their employees through industrial education in their own plants.

The functions of the Association were designated as follows: "To develop the efficiency of the individual employee; to increase efficiency in industry; and to influence courses of established educational institutions more favorably toward industry." Plans were also considered for the holding of an annual convention, the first of which took place at Dayton, Ohio, in September, 1913, where the delegates were the guests of the National Cash Register Co.

The second annual convention took place the follow-

LOCAL CONVENTION COMMITTEE

(Sitting, from left to right) C. R. Sturdevant, American Steel & Wire Co., Chairman of Arrangements Committee; H. W. Dunbar, Norton Grinding Co., General Chairman of Local Committee; (standing, from left to right) A. G. Warren, American Steel & Wire Co., Chairman of Educational Exhibits Committee; J. F. Comstock, Norton Company, Chairman of Reception and Entertainment Committee; W. E. Freeland, Norton Company, Editor of Convention Newspaper; A. B. Fritts, Norton Company, Chairman of Publicity Committee; D. A. Bates, American Steel & Wire Co., Chairman of Hotel and Transportation Committee.

ing year in the home of the Curtis Publishing Co., Philadelphia, and was similar in purport to the first, but had the decided advantage of added experience and a better appreciation of the great field for educational and social uplift which lay before the Association.

Since the third annual convention comes to Worcester this year at the invitation of the two Norton companies and the American Steel & Wire Co., the personnel of the various committees which have been appointed has been made up entirely of men connected with these concerns. Howard W. Dunbar, of the Norton Grinding Co., who was appointed General Chairman by the Executive Committee of the Association, has selected his committees as follows:—

General Chairman, Howard W. Dunbar; Educational Exhibits Committe, Arthur G. Warren, Chairman; Harold F. Stenberg, Richard G. Williams; Arrangements Committee, Charles R. Sturdevant, Chairman; Arthur G. Warren, A. S. Vane, Ross C. Purdy, E. A. Robertson, C. W. Whiting; Publicity Committee, Albert B. Fritts, Chairman; Willard E. Freeland, Arthur F. Clough, James M. Jackson, Carl W. Olson, Arthur Fisk; Hotel and Transportation Committee, Daniel A. Bates, Chairman; Benjamin F. Curtis, Arthur Fisk, Harold Gulick, Thomas M. Marshall; Reception and Entertainment Committee, J. Floyd Comstock, Chairman; George I. Alden, J. Herbert Johnson, George N. Jeppson, Charles L. Allen, Carl F. Deitz, John B. Moss, Charles R. Sturdevant, Robert C. Moeller, John F. Tinsley, E. A. Robertson, Thomas M. Marshall, Clinton S. Marshall, Harry E. Osgood; Honorary Committee, Clinton S. Marshall, George I. Alden, Charles L. Allen, George A. Cragin, Charles H. Norton, John B. Moss, J. G. Deericks and E. Boley. The chairmen of these committees were appointed at a recent meeting of the Executive Committee of the Association which was held in New York City.

The present officers of the National Association of Corporation Schools are: President, Charles P. Steinmetz, General Electric Co.; First Vice-President, John McLeod, of the Carnegie Steel Co.; Second Vice-President, George B. Everitt, of the National Cloak & Suit Co.; Secretary, Lee Galloway, of New York University; Treasurer, E. J. Mehren, of The Engineering Record; Executive Secretary, F. C. Henderschott, of the New York Edison Company; Executive Committee, A. F. Bardwell, of the Yale & Towne Mfg. Co.; J. W. L. Hale, of the Pennsylvania Railroad Co.; M. W. Mix, of the Dodge Mfg. Co.; E. M. Hopkins, of the Curtis Publishing Co.; William D. Kelley, of the Consolidated Gas Co. of New York; C. R. Dooley, of the Westinghouse Electric & Mfg. Co.; L. L. Park, of the American Locomotive Co.; R. H. Grant, of the National Cash Register Co.; and F. C. Henderschott, of the New York Edison Co.

The Necessity of Industrial Training

What the National Association of Corporation Schools Is and What It Stands For—Getting the Right Men for the Right Places and Making Them More Efficient for Themselves as Well as Their Employers—The Success of the Movement

By Arthur F. Clough

ONE of the greatest problems of the modern business man and industrial head is the securing of properly trained, efficient employees to fill countless executive and minor positions where a certain amount of specialized knowledge, initiative and judgment is required. It is comparatively easy to secure skilled labor, but when the position calls for something more than mere skill, when it demands the kind of ability that is able to analyze a situation and formulate orders rather than merely carry them out, the employer often experiences great difficulty in getting in touch with the right man or woman to fill the vacancy. As a consequence, the need of industrial education was never more pronounced than it is today.

Every manufacturer has requirements peculiarly his own and the qualifications demanded of an employee in a certain branch of industry with one concern are very often at variance with the demands of a similar position in the same line, but with another concern. It is in this that the college and technical school fall short; they cannot give their students the necessary training to fit them to the needs of the respective positions they enter in after-life.

For a long time the great industrial concerns of the country have realized the inadequacy of public and private schools to supply the demand, due to their failure to recognize the needs of commercial life. The problem has been how to get men; how to develop health, strength and ability in them; and how to instill in them the requisite initiative and reasoning powers to make successes for themselves and their companies.

The future industrial progress of this country depends upon our [illegible] training the coming generations to become economic factors in industry and the next hundred years must witness [illegible] at advance in man-building if further advances are to be made in machine building. The two are inseparable and the success of one is bound up in that of the other. It is to the solving of this problem that the National Association of Corporation Schools has devoted itself and it seems in a fair way to succeed.

Dr. Charles P. Steinmetz, of the General Electric Co., President of the National Association of Corporation Schools, at the last convention said, "Our industrial system is in a transitional stage—it is changing—and has been doing so for a century and a half.

"It is the incomplete organization of the human activities which is the cause of the most of the resentment against corporations—(a condition) which undoubtedly exists and is very widespread among the masses of the people. Such a resentment cannot be eliminated by considering it as an aberration of the sentiment of the people, or by trying to impress the people that the corporation has come to stay. We must make them realize that the modern corporation is not complete yet; that it is like every other modern thing — growing and developing—and that the human functions of the corporation, in their importance, are being realized throughout the corporation world; but that it requires a good deal of time before it is organized and developed as far as the technical side has been, for instance."

SOME OF THE FOUNDERS OF THE NATIONAL ASSOCIATION OF CORPORATION SCHOOLS

Picture taken at the first convention—National Cash Register Co., Dayton, Ohio, 1913. (Top row) E. St. Elmo Lewis, Art Metal Construction Co., Jamestown, N. Y.; Dr Lee Galloway, Alexander Hamilton Institute, New York; F. C. Henderschott, New York Edison Co., New York. (Bottom row) E. A. Deeds, National Cash Register Co., Dayton, Ohio; Arthur Williams, New York Edison Co., New York; Dr. Charles P. Steinmetz, General Electric Company, Schenectady, N. Y., John H. Patterson, National Cash Register Co., Dayton, Ohio.

F. C. Henderschott, of the New York Edison Co., who is one of the leading spirits back of the Corporation Schools movement, also emphasized the need of industrial education when he remarked in an address recently delivered before the Michigan Sheet Metal Contractors' Association in Grand Rapids, Mich., that "*If the workers in American industry increased in efficiency to the average extent of 10 per cent., in one year the United States would be the leading industrial nation of the world.*"

Mr. Henderschott further said, "We have failed to keep abreast of the times industrially. Germany, at the opening of the present war, had become the most

efficient industrial nation of the world because she has had a proper regard for her workingmen and forced industrial education. In the United States we have

Mr. Ernest Martin Hopkins
Manager of the Department of Employment, Curtis Publishing Co., Philadelphia, Pa.

nearly stood still industrially from lack of education, but now, in the hope of bettering conditions, eighty great corporations have taken up industrial education and for two years and a half great advances have been made."

President Woodrow Wilson says, "We need trained and disciplined men who know and who can think; men whose judgments are steadied by knowledge."

Quotations of a similar nature from men of standing, who are in a position to appreciate the situation, could be continued almost indefinitely and such a condition indicates that the need of greater industrial training is not a mythical one, evolved from the minds of mere theorists, but an actual necessity forced upon us by the industrial progress of the day.

In order to give the most efficient service the employee must be acquainted with the details of the business and understand thoroughly the work he or she is to perform. Concerns which have established educational courses have found that it pays them in service rendered to spend a portion of their earnings in advancing the welfare of their employees and giving them an opportunity to learn their new duties quickly and easily.

The cost of breaking in a new employee in some establishments often runs anywhere from fifty to several hundreds of dollars and it not infrequently happens that an employee thus broken in at a considerable expense is afterwards found out to be wholly incompetent or unsuited to perform his duties. He is discharged and the concern charges the matter up to experience. It is costly experience, however, and plainly evident to the proprietor of the business that this method of hiring help is inefficient and money has been unwisely expended. Whether he admits it outwardly or not, inwardly, the man who engages an incompetent employee and breaks him in at the firm's expense, only to fire him afterwards because of incompetency, knows that he made a mistake in picking his help and the money spent in breaking that help in was a total and inexcusable loss. How much less would the economic loss be if the men responsible for the engaging of employees picked them more carefully, studied them to determine in what position they would be most useful, and then trained them intelligently for that position. It is in this respect that the Corporation School, which selects and trains employees carefully, will prove one of the most economic factors in modern industry.

A prominent technical journal, in considering the adapting of the employee to the job, recently quoted the following instance:

"One industrial concern believed it worth while to investigate before letting an employee go and asked every man who left its shops, or who was recommended for dismissal, to say why he was resigning or why he was not doing better work, and whether or not there was other work in the shop that he would like to do and felt that he could do well. A majority of the replies in-

Mr. Mark B. Hughes
Supervisor Cadillac School of Applied Mechanics, Cadillac Motor Car Co., Detroit, Mich.

dicated that dissatisfaction or unsatisfactory service was due to a misplacement of the men rather than to shiftlessness or actual inefficiency."

This instance is significant and indicates that employers are finding out that it is well worth the trouble to

study the individual capabilities of the men in their employ; and in not a few instances cases have been discovered where the man who would have been summarily "fired" in the old days as an utter failure, becomes a most valuable employee by the simple process of transferring him to work to which he is more suited. Responsibility sometimes works wonders with an apathetic clerk who performs his duty today in an entirely mechanical manner, but is transformed into a living embodiment of dynamic energy and efficiency tomorrow, when the cloak of subordination is thrown aside and the clerk made to feel that he alone is responsible for the satisfactory performance of certain work. There are many men and women earning a meagre living today at some occupation to which they are physically or temperamentally unsuited, but from which, for lack of suitable training, they cannot break away. Give them the opportunity to obtain this training and one would see a wonderful change.

A big problem to the present-day manufacturer is the securing of efficient and capable executives. The modern executive is a far different man from his predecessor of fifteen or even ten years ago. Today, the standard of qualifications is much higher and the supply of properly trained, capable men and women, inadequate. With the advent of trained experts capable of making an exhaustive study and analysis of business management, and the increase in efficient operation resulting from such analysis and recommended changes, the standard for executives has been greatly raised.

Mr. A. L. Rohrer
Supervisor of School and Electrical Superintendent of General Electric Co., Schenectady, N. Y.

The executive of today is a man imbued with the spirit of the organization by which he is employed. He is a man of mature judgment and broad experience; his knowledge has been founded upon a comprehensive grasp of the details of the work in his department and its relation and bearing upon the many other ramifications of a

Mr. R. A. Cooley
Supervisor of Continuation Schools in Milwaukee, Wis.

great business. He has so mastered his duties that their normal performance is a mechanical process, thus leaving him free to step aside occasionally and obtain the proper perspective when viewing the business progress of the concern as a whole. Through his efficiency he increases the efficiency of those immediately under him; and through his industry and application to the tasks in hand he inspires his subordinates to renewed effort and vigor.

The problem that a manufacturer or business man faces is where more of such executives are to come from. It is true that a few such men, who today hold high positions, have been elevated to such heights through their own efforts and natural ability; but men who can perform such feats, alone and unaided, are few and far between. Like the poet, they are "born, not made."

Unlike the poet, however, men capable of filling high office *can be made* if taken in hand early enough and given the proper training under efficient supervision. It was for such purposes that the National Association of Corporation Schools was founded—to give the men interested in the training of efficient employees the opportunity of exchanging experiences and ideas for mutual benefit.

It is all right to say we need such men and will train them, but the training is quite another question and one that calls for exhaustive study on its own account. "What is the best and most efficient method of training an executive to fit into the needs of my business?" is the question that each manufacturer must ask of himself and others. To answer such a question and answer it fully

would take volumes, for each manufacturer has problems peculiarly his own. Yet there are certain principles, common to the training of all executives and employees, that can be determined upon and expounded to others. That is the work which is being done by the National Association of Corporation Schools. There are many pitfalls for the pioneer in this path of instruction and it is the purpose of the Association to warn its members against those into which others have fallen by providing a forum where corporation school instructors may exchange experiences.

While Worcester, in common with some other New England cities, offers excellent opportunities for an academic education, the needs of big business have made it plain that something more than a mere academic training is necessary to fit the young man or woman to efficiently take their place in industry.

Because the college or higher training school does not turn out finished business-men and women does not class this system of education as a failure, however. That is not what is expected of an academic education. Rather, it is expected that students will be trained to the point where they can continue their education themselves and eventually take their proper place in industry through the medium of the corporation school. Many academic institutions are doing a great work today and deserve a corresponding amount of credit for it, but they are handicapped in that the courses laid out in their curriculums must benefit the greatest number. That is the fatal, but unavoidable flaw in our public educational systems of today—the rights of the individual must be sacrificed for those of the majority.

The ideal of the most advanced thinkers and educators favors individualistic education, but, while this is highly desirable, it must be realized that its attainment is almost impossible in the large school where hundreds of students are to be cared for daily. Students in such institutions must be taught in classes, not individually. Because of this fact many bright pupils are held back by their slower-witted mates. While this state of affairs is deplorable and by it a few embryo geniuses must be nipped in the bud, the only remedy would be to have one teacher to every group of three or four students and give the teacher sufficient time to make an exhaustive study of the individual traits and characteristics of each member of the group and train them accordingly.

If education could be individualistic, such pupils would be more rapidly advanced and special attention given to the best development of their particular talents. That is the ideal method of training and is the method which is being put into practise by the corporation school, where students are divided into small groups of three or four in number and placed under the supervision of competent foremen and department heads.

The academic institution fills an important place in the training of the business man, however, its function being to give students the rudiments of a general education which will teach them to think for themselves, to apply themselves, and to intelligently direct their future.

Contrary to the opinion of the masses, one's education does not stop with the cessation of their school career but continues throughout life. Something new is to be learned every day and the man or woman who ceases to do so is mentally dead. It is in after life, when the days of academic training are over, that individualistic education can be applied by the corporation school and no greater achievement can be conceived than the taking of a potential Schwab, or Harriman, or Carnegie from the academic institution and making him a Captain of Industry.

Right here in Worcester there are innumerable opportunities for the "making of men" and by proper industrial training these men can be made important factors in the furthering of civic welfare. Three of Worcester's big business concerns have already realized the importance of such work and taken steps in forwarding it;—the Norton Company, The Norton Grinding Company and the American Steel & Wire Company.

The two Norton companies conduct a series of courses designed to fit employees for such positions as machinists, engineers, salesmen, clerks, office assistants, grinding machine operators, etc.

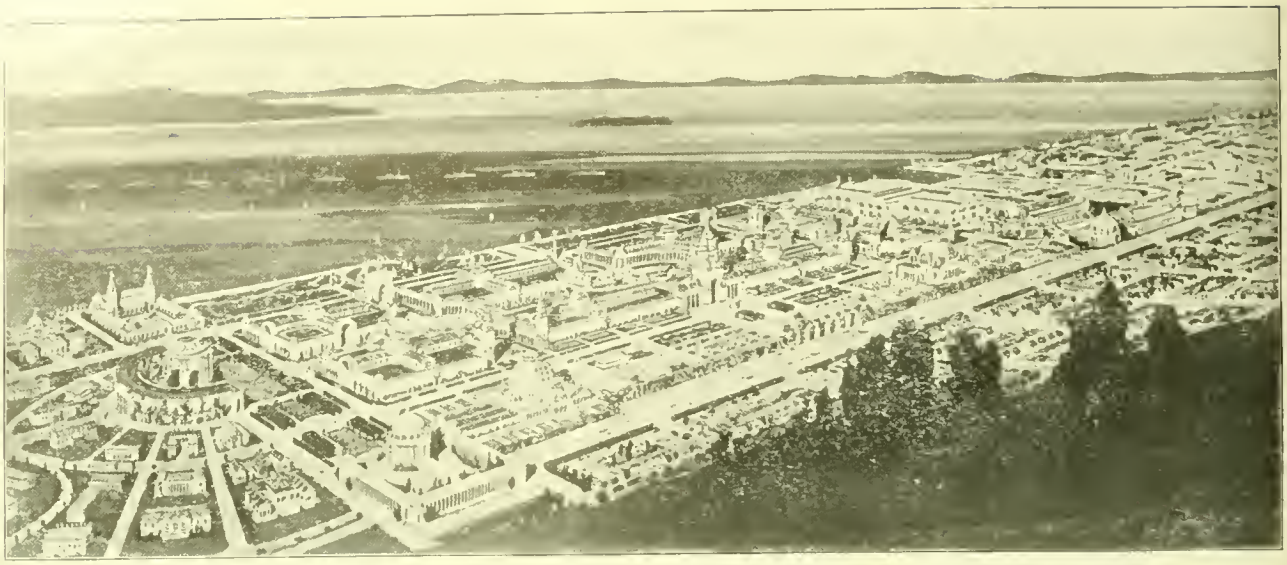
The American Steel & Wire Company conducts a course for salesmen, primarily intended for the older men who originally were taken from the shops and had no opportunity for previous preparation before starting out on the road.

The experience of these companies in educating employees has shown that an employee's ability is not always compatible with his ambition. In the Norton plant, it has been found that some men who start a course with the ambition of becoming salesmen, prove to be much more adapted to work in the engineering or research departments and can make themselves very valuable there, while they would fail entirely if sent out on the road. The fact that they would not make good salesmen does not imply any lack of inherent ability, but merely a lack of the usual qualifications considered requisite in a successful salesman—they may not be aggressive or may lack the tact and ability to meet strangers successfully. In such cases, the men are told of their short-comings and an effort made to find another department for which they are fitted and train them for it. This method of handling such cases is mutually beneficial and in nearly every instance the students appreciate such vocational guidance.

All of the courses so far established by these concerns have proved highly satisfactory and it is the hope of all men who have the welfare of Worcester at heart that other local manufacturers will profit by their examples and institute similar courses in their own establishments.

Worcester took a step in the right direction with the establishment of her trade schools and the Commercial High School. She is taking another step in this direction today in bringing this convention to her doors and setting an example in furthering industrial progress that other cities in New England will do well to follow.

E. St. Elmo Lewis, who is already widely known to Worcester business men through previous appearances in this city, aptly summarized the purpose of the National Association of Corporation Schools in a speech made at the last convention, when he stated, "I see a great future for the Corporation School. *It will standardize the practice of making men.*" That is the problem that confronts every business man of today who has to employ others in the conducting of his business, and it is a problem that is being met and solved in many parts of the United States; yet New England, usually the leading spirit in matters of this kind, has been inexcusably backward in facing it.



A Bird's-Eye View of the Panama-Pacific International Exposition, Which Opened on February 20, 1915

The Panama-Pacific International Exposition

Commemorating the Achievement of the Panama Canal, a Celebration Has Been Conceived of a Magnitude Unparalleled in History. Through the Active Participation of Foreign Nations the Panama-Pacific Exposition Becomes a Powerful Factor in the Economic Situation of the World

By Gilbert K. Harrison in American Industries*

CONJURED from the misty ages of the past, a walled city, with wide-spreading portals, massive and staunch, has risen on the south shores of San Francisco Bay, just within the Golden Gate. Nature with kindly hands has overgrown the walls with trees and clinging vines, sheltering the magic city under a romantic sheen of green foliage.

It is in this walled city within a city that San Francisco and California have prepared the setting for a world pageant in 1915, the Panama-Pacific International Exposition, a pageant celebrating what is recognized as the greatest physical achievement today, the completion of the Panama Canal.

To the visitor who passes within the walls of this city of beauty in architecture, and coloring, and design, it seems indeed fitting that this celebration of the greatest of all accomplishments of the science of the Twentieth Century should be linked with all the grandeur of the arts of the past ages when they were at the apex of their development. Such is the case, and so it was planned by the master minds that created this dream of the city of the past.

Standing at the top of a San Francisco street, just outside the main entrance, we look down upon the World's Fair of 1915. A Wonder City of massive ivory colored palaces, with flat red roofs and great domes, setting low among the lofty towers of gold and blue. Expositions of the past have been "White Cities," but this great area of magnificently colored buildings stretches out as a giant

The Arch of the Setting Sun

*The [illegible] secured through the courtesy of "American Industries," [illegible] by W. Keough, Editor.

Festival Hall and Part of French Gardens

Persian rug of soft, melting tones. It is the creation of the world's foremost architects, engineers, sculptors and colorists, befitting Nature's Garden Spot at the Golden Gate. Our eyes reach over the Exposition to the Marin Hills and the giant Tamalpais, beyond the island-studded San Francisco Bay through which the steamers pass on their way to the Orient. Just over the western edge of the Exposition is the Golden Gate, the portal of the Western World. To the right is San Francisco's magnificent harbor and the white-crested Alcatraz Islands, shortly to be converted into an immigration station like Ellis Island, in New York Harbor. Before us lie the two and three-quarter miles of Exposition edifices, comprising 635 acres where the World Celebration of the completion of the Panama Canal will be held. Directly in front of us, in the very heart of the Exposition, the Tower of Jewels rears its lofty globe 435 feet in the air, dominating the entire perspective. On either side of the tower are the main exhibit palaces, fourteen in number. Just east of the group is the amusement district, occupying sixty-five acres and known as "The Zone." The section just west of the group contains the pavilions of the forty-two states and thirty-eight foreign nations participating, besides the parade grounds, the live stock pavilion, life-saving stations and aviation and athletic field.

The main group, consisting of eight exhibit palaces, is subdivided by wonderful courts. This group is seemingly under one roof, the illusion being created by the height of domes, minarets and roofs. The group, termed "The Walled City," is set back at a distance of some 350 feet from the water's edge, giving space for a marine promenade or esplanade, which is the chief point of vantage for those who will view a series of maritime spectacles which will be held during the Exposition period. Myrtle, cypress, eucalyptus and great beds of hardy flowers blend in perfect accord with the imposing façades of the great palaces. The eight palaces are set in a rectangle, their walls being interconnected, forming a great outside wall unbroken save by a series of archways and entrances, giving access to the courts between the buildings. The buildings are identical in height, and when viewed from afar the architecture seems similar. It is only when one gets close at hand and within the courts that the divergencies are apparent. The buildings are actually divided from north to

Colonnade Corridor, Palace of Fine Arts

Fine Arts Colonnade, Philosophy Palace and Palace of Education

south by three great courts—the Court of the Universe, the East Court, the Court of Abundance, and the great West Court, the Court of the Four Seasons. Like the

Inside the Court of the Universe

courts of the palaces of the Orient, these courts reveal the richest treasures of the Exposition architecture, sculpture, harmony and color.

Flanking this group of eight structures upon the east is the Palace of Machinery, costing more than $600,000. This was the first of the Exposition palaces to be completed. Its interior arrangement consists of three north and south aisles, each 136 feet in length and 76 feet in width, extending the entire length of the building, which is 968 feet in length.

Flanking the group upon the west is the Palace of Fine Arts, which is separated from the group by a lagoon which it partly envelopes, and which is bordered by flowers, shrubbery, and trees, giving the effect of a forest lake in the tropics, fringed with rich shrubbery and plants. The building describes an arc 950 feet in length, and its area is 205,000 feet, or nearly five acres.

The Palace of Fine Arts is of steel and concrete, and is fire and burglar proof. During 1915 it will house the art treasures of the world, many of the foreign nations having sent to San Francisco art objects of immeasurable value which will be as secure as though in a United States bonded warehouse during the times of trouble abroad.

The great domed Palace of Horticulture covers approximately five acres and

Inside the Court of the Four Seasons

in architecture is Saracenic. Its most prominent feature is a steel dome 186 feet in height and 153 feet in diameter, covered with wire netting glass. The dome is surmounted by a half-globe, twenty-six feet in height and weighing twenty-eight tons. During the Exposition the half-globe is to be planted with flowers and at night will become one of the most spectacular illumination features of the Exposition.

At the edge of the gardens to the right is Festival Hall, the rendezvous for conventions in 1915, and the home of the music of America during the Exposition period. In this building gatherings of nearly all of the 350 congresses and conventions to meet in San Francisco will be held. Here also will take place the operas, song fests and musicales which are destined to place the Exposition on the musical map of America.

From a distance one is hardly in a position to describe the details of the courts and the palaces of the Exposition. Throughout the circuit, however, of the vast façades is noticed a regularity in the architecture. In the walls of the stately palaces are green latticed windows, with a wealth of gold and terra cotta, showing behind the network of the green. The windows recall those of the great monasteries. Indeed, several of these are replicas of portals in fam-

Corner [illegible] of Abundance

ous Spanish cathedrals. Repeated groups of statuary, lofty Corinthian and Ionic columns, stately portals and a profusion of ornamental trees, some of them fifty feet in height, and shrubs melt gracefully into the prevailing ivory tint of the walls, lending life and beauty to the whole.

This great shell, which is to house the exhibits of the world, will exemplify the progress of the nations in the last ten years. Out of the nations which committed themselves to participate before the war, not one has withdrawn or surrendered a foot of space allotted. On the contrary, Japan and other nations of the Orient, besides numerous South American republics, have asked for and received additional space allotments. With the battle line within fifty miles of Paris, France recently ratified an appropriation of $400,000, made two years ago, and issued directions by cablegram to have reproduced in the City of Nations the famous Palace of the Legion of Honor.

Section of U. S. Steel Corporation Exhibit, Palace of Mines

The list of participating nations today consists of Argentina, Australia, Austria, Bolivia, Brazil, Canada, China, Costa Rica, Cuba, Denmark, Dominican Republic, Ecuador, France, Guatemala, Haiti, Holland, Chile, Honduras, Italy, Japan, Liberia, Mexico, New Zealand, Nicaragua, Norway, Panama, Persia, Peru, Portugal, Salvador, Spain, Sweden, Turkey, Uruguay and Venezuela. Out of the entire list only three are, up to the present involved in the European trouble and none of the three has indicated that its plans have been changed.

The Palace of Horticulture from the East

Southern Entrance of Palace of Transportation

The figures run very high in the amounts of appropriation by nations participating. Italy has appropriated $400-000 towards the Exposition. Argentina heads the list of participants with an appropriation of $1,700,000 in gold. Canada has appropriated $600,000. In the Oriental countries, the appropriations are: China, $1,000,000; Philippine Islands, $600,000; Japan, $600,000; Australia, $400,000; Siam, $250,000; Dutch East India, $250,000; New Zealand, $200,000; Cochin China, $150,000.

Among the sovereign states of the Union, the Empire State of New York heads the list with an appropriation of $725,000. All told, many millions of dollars have been appropriated for participation purposes in order to display at the Exposition the best in industrial and artistic progress evidenced in nations and in states.

Fears that the European War would injure the Exposition have been quite completely dispelled. The dispatch of the U. S. S. *Jason* by the U. S. Government to bring back from the belligerent nations such exhibits as they

had prepared for the Exposition solved entirely the trouble of European participation in the Exposition. The *Jason* is now calling at foreign ports and taking aboard the industrial displays that will enable the workmen and workwomen of Europe to maintain their positions on the industrial map of the world. Besides the industrial display, the *Jason* will be a veritable treasure ship, crossing the Atlantic with its cargo of art objects, unequalled in aggregate value by any cargo ever carried across the ocean.

Into the thirteen great palaces and five magnificent courts of the Panama-Pacific International Exposition have gone 62,000,000 feet of lumber, 6,158 tons of steel and 3,568 tons of structural iron. These buildings have consumed 900,000 square feet of glass, 16,000 tons of plaster and 34,000 rolls of roofing. The eight exhibit palaces alone represent an outlay of $12,000,000. What the courts represent in actual money mounts up into several millions of dollars, because in these courts are the combined efforts of the leading architects and sculptors of the world.

The dimensions and cost of the eight central palaces are:

Palace.	Size Linear Ft.	Exhibit Area Sq. Foot.	Cost.
Mines and Metallurgy	451x579	252,000	$359,445
Transportation	579x614	314,000	481,677
Agriculture	579x639	328,633	425,610
Food Products	424x579	236,690	342,551
Varied Industries	414x541	219,000	312,691
Manufactures	475x552	234,000	341,069
Liberal Arts	475x585	251,500	344,180
Education	394x526	205,100	425,610

The Exposition stood forth a finished product of master minds three months before its opening day. The actual building of this World's Exposition has taken less than two years. Upon the former sand-strewn wastes fronting on San Francisco Bay has arisen a marvelous city, resplendent in its color and scenic beauty by day, and effulgent with billions of candle power of lights at night.

Where municipalities have taken years to acquire public utilities, such as electric light and power systemps, telephone, eight water works, high pressure fire protection, roads and sewage disposal systems, the Exposition's efficient officials have been able to incorporate into the fairyland a thoroughly modern and practical engineering public service system. The various utilities are built as if intended for years, when, as a matter of fact, all will be removed after the Exposition's ten months are over.

To build up the land to the level of the U. S. Army Post at the Presidio, nearly 2,000,000 cubic yards of silt was drawn by suction dredges from the bottom of the bay. Into this deposit were driven 758,000 feet of piles. About 16,000 of these piles averaged forty-one feet in length and were so placed as to now form the foundation of the twelve main palaces.

Machinery Hall, believed to be the largest timber framed building ever erected, covers an area of 370,000 square feet and has a total contents of 38,000,000 cubic feet. More than 7,500,000 board feet of Douglas fir were used in its construction. 46,280 linear feet of piling support it. In its windows and roof are 18,000 square feet of chipped glass and 88,000 feet of ribbed wire glass. There were 1,447 tons of nuts, bolts, washers, tie-rods, used in its framework. Four carloads of nails have been pounded into the building.

In the sixty acres of gardens were used 50,000 cubic yards of loam and 16,000 cubic yards of fertilizer. The soil was needed to bring life to the tropical plants brought from all parts of the globe to add to the matchless California shrubbery, which makes the Exposition grounds a veritable fairyland of arboreal delight. The pavements on the avenues and streets of the Exposition are reddish in color and made to blend with the Guerin color scheme. The composition is intended to provide a cushion-like effect for the pedestrian, and yet be sufficiently firm to resist vehicular traffic.

Night at the World's Fair has been made as bright as day. Illumination experts have preserved the architectural and sculptural beauties of the palaces and courts for the nights by a transformation in which great shafts of light flash from tower to tower and wondrous colored jewels about the buildings and towers throw a diffused glow over the grounds.

One of the most striking features of this illuminating scheme is what is known as flood lighting, the throwing of light from the outside upon the façades of buildings, in contrast to the usual plan of outline lighting.

The illumination plan provides for four main sources of lighting. These will be arc standards throwing light against the façades of the palaces; concealed lights within the columns of colonnades and in the arcades of towers; illuminated fountains in the interior courts; and the lighting in exhibit palaces.

Besides these sources of illumination, searchlights upon the roofs of buildings send their powerful rays through thousands of prisms on the towers and turrets of palaces, throwing the various colors gently over the *ensemble*.

Then there is a battery of searchlights upon a pontoon outside the water's edge that throws shafts of colored light into the skies and over the whole exposition. The arc standards are flanked among the outside façades of the exhibit palaces, at the great archways and before the front of the colonnades in the interior courts.

The Exposition represents in round numbers an investment of $68,000,000. Unlike the world's fairs at Chicago and St. Louis, the U. S. Government has not contributed one cent to the construction or realization of this gigantic enterprise. Chicago was forced to borrow $5,000,000 from the Government and St. Louis $8,500,000. Every other exposition, large or small, has been compelled to seek aid from Washington. The people of California alone raised $23,000,000 for the Exposition, every cent of which has been paid in, so that the Exposition opened on February 20, owing no man a dollar and prepared to execute its mission without indebtedness. The eight great palaces cost $12-000,000. Into these palaces will be lodged exhibits of nearly every civilized nation on earth. Despite the war no Exposition in history will have the record of so much participation. Not one of the nations committed to take part has withdrawn. Many of those in the Orient and particularly in South America have applied for and received additional space allotment. As a factor in the readjusting of the trade relations of the world, the Exposition possesses unmeasured potentialities. Farsighted men of commerce see in the World's Fair the market-place of 1915, where the commerce of the earth will be transacted within the confines of the Exposition grounds.

Improving School Grounds and Interiors

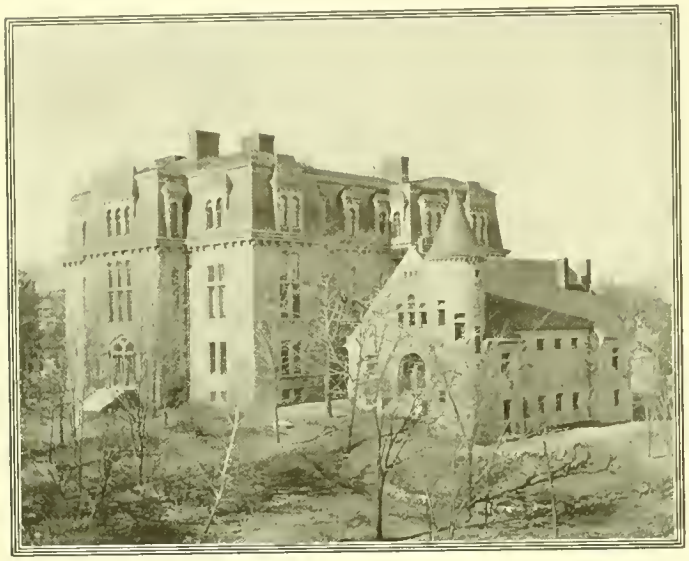
A Campaign Under the Patronage of the Worcester State Normal School to Encourage Better Surroundings for City and Country School Houses, Emphasizing the Development of the Child as Its Principal Object

CONTRIBUTED

THE recent conference held at the Normal School to discuss the improvement of rural school grounds and interiors was an event of more than passing interest to the people of Worcester. It marked the third annual meeting of the teachers, superintendents, grange members and school committee members from the school districts of Worcester county and neighboring counties to discuss problems for the improvement of the conditions surrounding the rural and village schools. The development and improvement of these conditions are of great importance to Worcester, because of the intimate relations of the city to the country and its dependence upon the country for its food supplies and the recruits for its industrial work. Although the subject of improvement of school grounds and interiors was directed primarily and chiefly to the schools outside the city, it is a matter of great importance to all teachers that they should give a closer attention to the conditions under which they teach, mindful of the fact that the effect upon the pupils and the community of attractive surroundings is very great. It is only necessary to inform people of the great need and they will have no hesitation about lending their cordial influence and co-operation to this matter of civic betterment; and yet it is surprising to know how great the need is, how little has been done and how slight is the interest of the community, even that of Worcester, in the physical surroundings of the schools. Out of 78 schools reporting on these conditions, 31% have no trees, and yet of 43 schools reporting on the distance of their locations from any piece of woods from which trees and ferns might be obtained, 91% are less than one-half mile distant. Out of 55 schools reporting, 45 or 82% have no vines whatsoever; out of 56 reporting with regard to flowers, 43 or 77% have none; of 57 schools reporting, only 15 have any regular care; of 56 schools reporting, 35 or 62% have no walks of any kind. As for interior decorations, from 80 schools reporting, only 19 or 24% have flowers inside the school; 69 or 86% have pictures of some form, but only 16 or 20% have both pictures and flowers; whereas four of these schools or 5% of them have no decorations whatsoever. Further interesting facts have been and may be determined with regard to the attention given to these matters in the schools, but

THE NORMAL SCHOOL GROUNDS, FRONTING ON NORMAL STREET

the important need emphasized in the conference just held was that innumerable things can be done in this direction, at almost no cost, through the co-operation of pupils and parents, by using materials that may be had for the asking, provided enthusiasm is found in the teacher and the desire to do something.



THE NORMAL SCHOOL BUILDINGS

The business men of Worcester probably are as fully aware of the value of attractive surroundings in their influence upon workmen in their shops as anybody in this country, and evidences of this may be seen in the attention given in many industrial plants to the orderly surroundings on the grounds and within the buildings. Replies received by a magazine from five hundred business men of the country giving opinions on the financial value of attractive surroundings, show that in 95% of the cases reported the product of the business concern or factory is regarded as more valuable when the factory and office are clean, attractive and beautiful and when the employees can come in daily contact with orderly surroundings and see floral beauties on the grounds. It was also declared by these men that such well ordered business concerns are of decided commercial benefit to the community. This is especially appreciated by the business concerns of the City of Worcester, and it is of equal significance in relation to the schools and the effect upon the pupils in attendance.

It is a most important interest, therefore, that the Normal School has undertaken to arouse by turning attention to the improvement of the surroundings under which the children are receiving their instruction, in view of the fact that it is to have so great an effect in the community at large. This is but another direction in which the real community spirit is being encouraged. Through the conventions that come to Worcester this broad social interest receives a great impetus, and in the line of educational effort the Normal School is taking an important place in promoting the same spirit. There is no greater tradition that in relation to rural and social education, and it is a cause for great satisfaction to the people of Worcester that the Normal School, in their own city, is taking such an effective part in promoting this work.

The program of the conference, which was given by specialists of successful practical experience, was as follows:

Morning theme: The Resources upon which the Rural School Teacher can Draw with but Slight Expense for the Improvement of Grounds and Interiors; James Frederick Hopkins, presiding, Principal of the Massachusetts Normal Art School, Boston, Director for Art Education for Massachusetts; Presentation of the Chairman of the Morning Session, William B. Aspinwall, Principal State Normal School, Worcester; Address of Welcome to the City of Worcester, Mayor George M. Wright; Introductory Address, James F. Hopkins; Address, The Improvement of School Grounds at Small Cost, Frank A. Waugh, Professor of Landscape Gardening, Massachusetts State Agricultural College, Amherst, Mass.; Address, What One School District has Done to Improve these Conditions, (illustrated by lantern slides), J. D. Whittier, District Superintendent of Schools, South Shaftsbury, Vermont; Discussion led by Francis G. Wadsworth, Agent for Rural Education, Massachusetts State Board of Education.

Afternoon theme: Making the School a Center of Activity for Community Interest and Civic Betterment; J. Lewis Ellsworth, presiding, President Chamber of

A VIEW IN THE GROUNDS

Commerce, Worcester, formerly Secretary Massachusetts State Board of Agriculture; Address, Enlisting the Interests of the Community, Jessie Field, Rural and Small Town specialist, National Board of the Young Women's Christian Association; Address, The Effect on the Community of Attractive School Interiors (illustrated by lantern slides), Royal B. Farnum, Specialist in Drawing and Handwork New York State Education Department, Chairman American Committee, Fifth International Art Congress; Address, The Improvement of School Grounds and Bird Protection, Mrs. George S. Ladd, Lecturer, Massachusetts State Grange, Sturbridge; Discussion led by Robert I. Bramhall, Superintendent of Schools, Holden, Mass.

Teaching Hygiene Through the Press

Awakening the Masses to the Virtues of Good Health with Interesting Articles in the Daily Newspapers Contributed by Health Experts of the City—A Campaign Directed by the Health Education Committee of the Public Education Association

THE invigorating air and excellent water supply of Worcester have long been counted among her most attractive features, and have doubtless contributed much to the general healthfulness of the city. During the year ending December 31, 1914, Worcester had a health record in which her citizens may well take an honest pride. Notwithstanding such a reputation there is abundant opportunity for improvement in matters of public health in Worcester as in other progressive municipalities. The Committee on Health Education of the Worcester Public Education Association, composed of well-known public spirited citizens, many of whom are authorities on health problems, believes that a further advance in preventive medicine is possible through a more extensive education of the general public. A timely series of articles dealing with general hygiene, particularly with children, has been prepared under the direction of this committee and is now appearing in the columns of the city press.

The members of this Committee on Health Education are Kendall Emerson, M. D., Edwin Roy Leib, M. D., Leonard Wheeler, M. D., Benjamin T. Burley, M. D., and Albert E. Cross, M. D., all prominent physicians of Worcester, and Elnora W. Curtis, Ph. D., a well-known authority on open air schools and the author of several books, and Mr. Charles E. Burbank, Principal of the North High School. Dr. W. H. Burnham of Clark University, probably the foremost scholar in school hygiene in this country, serves as advisory member. The chairman is J. Mace Andress, instructor in psychology and hygiene at the State Normal School.

At the request of THE WORCESTER MAGAZINE, Mr. Andress kindly gives us an idea of the unique campaign of education which has been begun in the interests of the public health. Mr. Andress says:

"It is a privilege, indeed, to tell you about the work of our committee in furthering the general education of the public in hygiene. It is a problem in which I am deeply interested, and my enthusiasm is likely to carry me far afield. For that reason it would be well for me to insist perhaps that I have not been authorized by my committee to speak for them, and much that I say may be likely to reflect my own personal feelings and opinions.

"It may seem commonplace to assert that health is the most important asset of any individual or community, but slight reflection and observation show that we are and have been wasteful and negligent of our vital resources as we have of our fish, game, and lumber. There has been little thought of their value until it was realized that they were in danger of disappearing. Then we have feebly attempted to restock our forests, replenish our streams and reforest the waste areas. In spite of our wonderful progress in preventive medicine we have still as a people the wrong mental attitude, largely deterministic, that we shall not die or fall ill until our time comes. Indifferently we wait until we are sick before we call in the physician; we shut up the barn after the horse is stolen. The application of a relatively small amount of the skill, energy and intelligence to the prevention of disease that is being used in its cure would make our old world far more happy and efficient, for most illness is preventable and a large percentage of deaths is postponable.

"How is this changed attitude to be brought about? In only one way. By education. All such education must involve two fundamental factors, namely, *knowledge* and *action*. Knowledge of and faith in hygiene without works mean sickness and death. It is not necessary for one to have a broad scientific background to practice hygiene efficiently, in fact, one may apply the rules of health with little or no knowledge. The right kind of action is the goal of hygiene and this is brought about best through the acquisition of good habits, the basis of all personal hygiene. If we do not get the habit of chewing our food slowly, breathing deeply, standing correctly, cleaning our teeth, taking exercise out of doors, etc., we are prone to neglect these important matters of health. The public schools are doing much to give the children the right kind of knowledge and training. It is to be remembered, however, that unless the home co-operates with the efforts of the school, habits, which are formed with difficulty, and only after prolonged practice and repetition, are not likely to be established. Then, too, children before entering the school have often lived under conditions that make for bad habits and an enfeebled physical constitution. The remedy for such conditions lies, of course, beyond the jurisdiction and influence of the school. Again it should be noted that ignorance of the principles of hygiene is largely responsible for the appalling mortality in the pre-school years. In Worcester, according to the report of the Board of Health for the year 1912-13, (the latest printed report available) there were 2540 deaths. 477 of these, 18.4% occurred during the first year of life. 670 deaths, 26.4% took place between birth and five years of age. Although it is well known that children up to this age have fewer white corpuscles in the blood than adults, and so have a lessened resistance to disease, yet all health experts agree that this slaughter is quite unnecessary. Dr. Terman, the author of "The Hygiene of the School Child" (Macmillan, 1914), is authority for saying that 'from one-half to two-thirds of infant deaths are due to the neglect of a few simple hygienic precautions. It is evident then that the survival and well being of the child before entrance to school, and in some measure after that time, are dependent on the parents, the home and its general environment. Here we have some colossal problems in hygiene that must be solved by other agencies than the school.

"In some way the parent must be reached. How? One ever-ready answer is, 'By legislation.' It is obvious that much has been and will be done in this way. Rigorous laws relating to the nature and care of foods offered for sale are highly desirable, but laws are seldom en-

forced unless there is sympathetic public opinion behind them, and, even if they are, the police officer can not stand over the individual citizen to tell him how to take care of his food, how to prepare it, and the conditions under which it is to be consumed. These are fundamentally individual problems which must be solved by knowledge and habit. We can educate the parents-that-are-to-be in the public schools? Excellent! But we can not wait so long, and it would be folly to depend on that alone. Why not instruct the parents personally? A good deal has been accomplished in this way by the school and district nurses, social workers, pure milk stations, etc. All these efforts should be heartily supported. Unfortunately they are seriously crippled by lack of funds and public support. Several attempts have also been made in Worcester to get prominent physicians to deliver popular lectures on hygiene, but they have invariably failed because of a lack of attendance. The few who did come were the ones who needed such instruction least.

"It occurred to the Committee on Health Education of the Worcester Public Education Association that one way to reach the larger public was to appeal to them through the newspaper which nearly everybody reads. Such a plan is not to be regarded as a panacea for our deeply seated ills. Far from it. Every rational plan for the conservation of health should be prosecuted to the utmost. This would seem to be *one* way of arousing general interest in health hygiene. Worcester has as faithful and efficient a group of physicians as can be found. Why should they not tell the people how to take care of their health? Under the advice of our committee a number of articles on health have been prepared and are now being published in the daily papers of the city. Apparently they have been received with appreciation by the reading public.

"The newspapers publish a good deal on health problems, but much of it is unreliable, and also uninteresting to readers because the writers are unknown. But if the contributor is a well-known physician or health expert of a community his relatives, friends, patrons and the general public will be interested to read what he has written. The local physician carries authority. His article is often cut from the newspaper and filed away for future reference.

"This campaign through the public press I believe to be important as a beginning only. The plan was experimental and, I believe, it has proved its worth, but it should be carried on more extensively. We have enough genius, energy and skill in this city to do much for her citizens if we only organize and pull together. It is impossible to find a more worthy cause than that of the health of the child. I hope the committee will continue this work next year. Reprints of these articles would be welcomed by teachers, who could distribute them among parents with advantage. Such a campaign of education if pushed vigorously ought to have an appreciable influence on public opinion leading to a demand for more sanitary schoolhouses, broader physical development of the pupils, better instruction in hygiene and a more sympathetic co-operation between the home and the school. It should also make naturally for a more hearty support of all organized efforts looking toward the healthy development of our boys and girls."

Edwin E. Dodge

A Testimonial on the Passing of One of the Most Loyal and Active Members of the Chamber

THE Officers, Directors and Members of the Committee on Mercantile Affairs of the Worcester Chamber of Commerce have heard with a feeling of profound personal sadness of the passing from this life of Edwin E. Dodge, for four years President of the Merchants' Association of this city, and a loyal member of this body.

Mr. Dodge was one of the most zealous, enthusiastic and resourceful men ever connected with the commercial development of Worcester. Whatever his hand found to do Edwin E. Dodge did it with his might, and the debt of gratitude that the mercantile interests of the Heart of the Commonwealth owe him has been too lightly regarded by all of us.

We do not feel that we ought to allow this opportunity to pass without testifying in enduring form our appre-

Mr Edwin E. Dodge

ciation of his inspiring leadership, his unselfish devotion and his tireless efforts in behalf of the causes which he believed to be just. His remarkable energy constitutes an example that every member of the Chamber might well emulate, and in his death this community as well as the Chamber itself suffers a severe loss.

The men who are willing to spend and be spent for their neighbors in business, in social or in political life, are few and far between. Edwin E. Dodge was such a man, and his record proves it. The historian of Worcester will pay fitting tribute to her statesmen, her scholars and her mechanics. Let us preserve in the archives of loving memory the virtues and achievements of our late friend and comrade, the stalwart, fearless, untiring, Edwin E. Dodge, that we all knew so well.

The Development of a Decade

A Brief Summary of the Great Strides Made by the Heart of the Commonwealth with Particular Reference to the Construction of New Factories, New Office Buildings and Residences. Ten Years of Progress Unexcelled in New England

(From the Boston Transcript)

VERILY, Worcester is flourishing like the proverbial green bay tree. It progresses architecturally and otherwise by leaps and bounds. There is apparently no limit to the advancement of the second city in Massachusetts and the third in New England in point of population. Worcester has found itself. The last decade has wrought an almost magical expansion in the way of enhancing the civic and natural beauty of the Heart of the Commonwealth, in whose activities 165,000 people of diverse nationality participate. While the past ten years have been exceedingly fruitful in the expression of an edifying growth, it has been remarked by the observers that there has been an unparalleled development along graceful architectural lines during the last three years, and most particularly within the year just closed, when four skyscrapers of palatial appearance were achieved in the centre of the city not far from the City Hall, a massive structure that represents a cost of $650,000. It was as if a sleeping giant had been awakened when leading financial men of Worcester, stimulated by the hearty co-operation of the Chamber of Commerce, joined in the building of the Bancroft Hotel, a $1,250,000 undertaking, surpassing in point of its furnishings and accommodations any other hostelry this side of Boston. And for its frontispiece it has the great common, a vernal picture in itself.

Not content with this successful effort in promoting the commercial prosperity of Worcester, the Chamber inspired the city dads to more adequately illumine the main arteries of the city with an ornamental system of electric lights. On the night of June 17, 1914—the Night of the Great Light as it was called—when Worcester became as radiant as day, the entire town manifested its jubilant approbation with a gorgeous procession. The lights on, the Chamber of Commerce still at the helm of civic progress, Worcester quickened, and is still quickening. The Chamber of Commerce did it. It is the civic dynamo of Worcester. It energizes.

There had been considerable deliberation among the good folk for a more elaborate conception of the city beautiful, this being fostered to some extent by the abolition of the southern grade crossings and the substitution therefor of fine concrete bridges and the erection at Washington square of an ornate union passenger station that cost $1,000,000.

Worcester began to further unfold splendidly its magnificent scenic advantages, its natural glories, fixed among the seven hills; and not least of these is Lake Quinsigamond, as placid and as entrancingly attractive as Chautauqua, and whose waters are soon to be spanned by a $277,000 bridge. All this, however, is only sketching in a general way the situation as it was a year ago in Worcester, which has more than 35,000 skilled mechanics, who earn upward of $20,000,000 a year in the manufacture of more than 300,000 different products valued at $100,000,000.

During the last year five handsome edifices have pierced the sky, four of which are skyscrapers, rounding out in a most effective manner the appearance of the central portion of the city, and these structures represent an investment of several million dollars, beginning with the fine Masonic Temple with its stately Roman columns and Grecian capitals in Ionic avenue. Then followed in almost simultaneous construction the Osgood Bradley building at Franklin and Grafton streets; the Burgess-Lang industrial building at Central and Commercial streets, an eight-story pile, covering 21,083 square feet of land and being practically a crystal palace with more than seventy per cent. of the exterior in glass. The latter is built of reinforced concrete, is fireproof and is generally conceded to be the last word in factory construction in America, now housing many industries, including the Dennison Manufacturing Company of South Framingham.

Within a few months the Worcester Trust Company has erected a magnificent bank building of four stories, constructed on modern and pleasing lines, in Franklin street, in order to take care of a rapidly increasing business; but the crowning piece of architecture that rives the sky is the imposing and elegant ten-story office building of steel, granite and re-enforced concrete, next door to the trust company's establishment, of the Park Associates. It is known as the Park Building, and is at the corner of Main and Franklin streets in close juxtaposition to City Hall and the Bancroft. This is a structure of unusual beauty, is modern in every essential, substantial and artistically displaces the ugly and dilapidated buildings that had defaced that particular location. The late Ransom F. Taylor, a Worcester multimillionnaire, who died recently, had intended rearing another skyscraper at Pleasant and Main streets, which would have made a fitting companion picture to the Park edifice, but death claimed him before his plans for the further elaboration of Worcester, the city beautiful, could be matured. His estate may later develop these plans, and furnish to Worcester another great office structure.

Worcester in addition to its fine business homes possesses numerous residential showplaces, including Mariemonte, the demesne of the Cromptons, and the mansion of Austin P. Cristy and the late Lyman F. Gordon, in Salisbury street.

The residential development during the last three or four years has been largely in the exclusive Lenox district, where men of affluence have erected expensive and beautiful homes, chiefly of Colonial character. During this time there has been a noticeable stimulation in the building of dwellings, the housing commission of the Chamber of Commerce exercising its influence to have the building laws of the city revised to the end that there may be greater uniformity in the matter of graceful and at the same time comfortable, sanitary homes for workingmen.

Cities Don't Make Men---Men Make Cities

NO city, from the cities of the plain to ready-made Gary, has had any bigger assets than the men and women who inhabited it. They might have been rich beyond the dreams of avarice and more beautiful than the Peris themselves, but their only claim to enduring fame has been bound up in the men they showed.

Philadelphia did not make Benjamin Franklin, but Benjamin Franklin made Philadelphia, and today he is the liveliest of the two. Chicago did not make Marshall Field, but Marshall Field helped make Chicago the best advertised city in the new world. New York did not make A. T. Stewart, but A. T. Stewart made New York in his day the dry goods center of this continent.

The same thing is and was true of the ancient world. No city grows downward from the state that creates it. It grows upward from the arms of its yeomen and the hearts of its citizenry. Traditions of yesterday may limpingly halt its passage over the high road of prosperity, but only in so far as the dead hands of superstition can clutch at the living garments of the present.

Athens, of glorious memory, is not much of an art center today. It cannot compare with modern Paris. Why? The great marbles, the beautiful statues, the wonderful climate, the inspiring surroundings are all there as 2000 years ago, but the painters, the sculptors, the architects, the models are gone.

Carthage, once the world's commercial master, has no waiting list on her stock exchange today. Tyre's monopoly of the dye business has been taken over by Germany. Constantinople, in the middle ages the finest capital in Europe, is today chiefly known from its dreadful dogs and plural wives. Rome, the eternal city, the lawgiver, no longer rides the world, either temporally or spiritually.

The famous mercantile cities all exist in fact and memory, but something has happened to them. They have lost out because their men have died out of them.

It was not Athens that made Pericles, but Pericles that made Athens. Carthage did not make Hannibal, but Hannibal put Carthage where she rivalled Rome herself by the force of her commercial treaties, following his victories.

Macedon did not present Philip with half the world on a silver salver, but Philip made and preserved Macedon. Tyre did not possess any natural monopoly of that Tyrian purple which was the wonder and despair of the ancients, but some humble craftsman skilled in the arts of chemistry and color of warp and woof of matter, and of form, dug out of reluctant nature those blends and formulas that have never been equaled nor excelled by any artificer from that day to our own.

Rome did not make Cæsar, but Cæsar made Rome irresistible, invincible, imperial.

In America our great men have come, like Cincinnatus, from the plow, but they have, every one of them, from George Washington to Woodrow Wilson, bestowed more honor on the place in which they dwelt than the place itself ever bestowed on them.

Mr. Wilson, in one of his happiest moments, declared that when, in the mind of man, peace becomes as handsome as is war, then and not till then will peace be worshipped as war now is. When men come to recognize the fact that cities are only another medium through which human character finds expression, and that every city accurately mirrors the character of its inhabitants, there will be no more small and mean and parsimonious Worcester, because there is not a man, woman or child in this city that will acknowledge to you or to themselves that they are either small or mean or parsimonious or that they want Worcester so to be.

And yet if that is the case what are you doing, what are you willing to do to make this city big and broad, rich and powerful, tolerant and patriotic, unusual and unsurpassed?

WORCESTER A QUARTER CENTURY AGO

May, 1890

Dedication of New Worcester Theatre

Society went to the drama in Worcester with a suitable setting of brilliance on May 5, 1890, the date of the opening of the Worcester Theatre. The theatre had just been completed and was the latest playhouse in design and equipment which Worcester possessed.

It was so new that part of the interior facilities came near not being ready for the opening. A large number of the seats did not arrive until the very afternoon of the opening and were barely in place for the rise of the curtain.

The attendance was large, taxing the theatre to its capacity. To accommodate the "first nighters," the orchestra was placed under the stage, and the orchestra pit was filled with cane chairs.

Included in the notable throng was Mayor and Mrs. Frank A. Harrington and many visitors from New York and Boston. The theatre was literally bedecked with flowers.

Bronson Howard's comedy drama of the Civil War, "Shenandoah," was presented. It was given by an excellent company, providing a thoroughly enjoyable evening's entertainment for everyone present.

Since that time the Worcester Theatre has had an auspicious career. It has been the one theatre in Worcester which the high class road companies have visited and has frequently had the opportunity of presenting original companies and famous stars.

Francis Bangs Knowles

Francis Bangs Knowles, president of the Knowles Loom Works, as it was then known, died from heart failure in Washington, D. C., on May 16, 1890. He was returning at the time from Florida, where he had been spending the winter with his wife, who was with him.

Mr. Knowles, who was 66 years old at the time of his death, was one of the best known business men and manufacturers in the city. For some years before the beginning of the concern which is now the Crompton & Knowles Loom Works, he and his brother, Lucius J. Knowles, were engaged in various lines of business.

They finally, however, became manufacturers, engaging in the making of looms in a small way and increasing their plant as the business grew. The concern rapidly became well known and was on the high road to prosperity when Mr. Knowles died. The funeral, which was held from his home in this city, was attended by a large throng of men noted in the city's life.

Opening of New Armory

The new armory at Armory square, which had just been completed, was informally opened on May 27, 1890. On that night it was first made use of by the militia companies of the city.

Battery B, under command of Captain George L. Allen, was the first body to enter the building. The battery held its drill there that night, and later the Worcester Light Infantry arrived and also drilled.

The End of the Post Office Agitation

On May 19, 1890, a movement reached its height to induce the Federal Government to reconsider the site, already then selected, for the erection of the new post office at Franklin square. Many citizens believed that this site was too much out of the center of the city and would not be convenient for the greater number of the people.

Evidently not foreseeing the remarkable growth which the city has experienced since that time, they protested against this site, and secured Col. W. S. B. Hopkins to represent them as counsel. Seven thousand of them also signed a petition which was forwarded to the post office department at Washington.

For the remonstrants against the unfavorable agitation, W. W. Rice acted as counsel. In accordance with the instructions of the post office department, both sides submitted lengthy arguments in the form of written documents. These were all gone over by the post office department, but the case of the people who wanted the new building placed somewhere else was not established and the post office was erected as it is at present.

It came out that the Government had gone so far as to buy the property when the protest was entered, making it still more difficult to change to another location at that late stage in the proceedings.

No-License in Worcester

Twenty-five years ago May 1, Worcester's no-license law, voted at the last previous city election, went into effect. For one year following that date there were no saloons in Worcester.

Those who were patrons of the saloons made a big day of it on April 30, thronging every saloon in the city to such an extent that several places sold out all their stock. Some of the saloon keepers were tardy in removing the signs from their places of business, which, under the law, was required. Within a week, however, practically all signs were down.

Steps to combat the usual crop of "kitchen breweries," so-called were taken by the police from the first day. Raids began to be made in different quarters of the city. There was evidence of considerable secret drinking and occasional violent debaucheries took place.

At the same time the number of arrests for drunkenness fell off to a noticeable extent. The record ran on an average from two to three or four arrests a day, seldom more. The number of cases of violent intoxication and of delirium tremens, however, increased until during a certain 30 hours there were four or five such cases under treatment in the hospitals.

Rev. Dr. Almon Gunnison

Rev. Dr. Almon Gunnison, who became pastor of the First Universalist Church in the spring of 1890, arrived in Worcester to take up his new work on May 2. He was given a welcome reception a few weeks later at which many prominent persons of the city were in attendance.

EDITORIAL REFLECTIONS

A New World Governed by Business

WHEN Columbus discovered America, the geographers and statesmen of Europe declared that he had discovered a New World. As a matter of fact he had simply proven Galileo's theory and his own that the earth was round and had confounded the schoolmen and the theologians who had declared it was flat. Nothing was changed in the slightest degree by his discovery. He simply rectified the frontiers of thought.

The war now going on in Europe is another Columbus enterprise. Just what the outcome of it all will be no man can tell, but it is evident to every thinking person in either hemisphere that the death knell of the old order sounded August 2, 1914, when the first overt act by Germany was committed.

Just who it was that blundered, or whether this whole business is Providential, is not for us to say, but ought we not as business men, as well as genuine peacemakers, to examine into this situation a trifle and see if there is not an arrow pointing through the sulphurous fumes of the hell-upon-earth in Eastern Europe straight at this country.

The two worst sufferers from this war are Labor and Capital. Labor is losing its life blood and Capital is losing its life blood also.

Why cannot these two forces get together in this country, for example, before we become embroiled in some such similar cataclysm, with Japan or some other Nation, and organize a Congress of our business men which shall be in perpetual session for the consideration of National and International commercial questions.

Such a Congress could be made up as our National Congress is with a Senate and a House. With the representatives of Labor in the House and the representatives of Capital in the Senate and in case of a disagreement between the two branches they could meet in joint convention and a majority of both Houses could establish a decision.

This plan is not as chimerical as it seems. Our great concern as a people is not to how make somebody else behave or even to behave ourselves, but in a bread and butter civilization such as this is, our great concern is to get three square meals a day and continue to hold down our jobs.

Industrial security and permanency is the Heaven for which both capitalist and laborer sigh. They do not secure it through our Congresses, our Legislatures.

Why?

Because the men who are attempting to deliver the goods are not competent as a rule for the task. They are mere errand boys. This district, happily, is represented in Congress by a business man, but how many such are there? As a rule even the greatest business districts in this country are represented on the floor of the House by lawyers, able men professionally, but mere children when it comes to business propositions.

For a thousand years our governments have been legislating to make men wise and good. So far as we can observe the results have been absolutely nil. The wisdom that the race has achieved has been through the schools and the inventive genius of mankind, and never through the courts, and as to goodness the humanitarian impulse of mankind originating in the Christian church, or reacting upon it, has been the dynamic force behind every uplift movement that the world has known in 2000 years. Savonarola, Martin Luther, John Wycliffe, Charles Wesley, Dwight L. Moody and Billy Sunday have accomplished more in making men good than all the Parliaments from Nero to the 63rd Congress.

If, therefore, these law-making bodies are impotent in making men either wise or good, why should they be regarded with so much favor as dispensers of prosperity? The statesmen and diplomats of Europe, the mouthpieces of these bodies, have just succeeded in setting that continent on fire, with the result that the achievements of the entire Christian Era are in a fair way of being destroyed before the flames are quenched, to say nothing of having the hands on the clock of civilization set back 1000 years in Germany alone.

In America while we are not killing each other off with shot guns and shrapnel we are doing it by a slower and more excruciating process of starvation and poverty.

It has been well said that when the business man says the word there will be no more wars. He ought to say that word and he ought to say it now. Furthermore, he ought to take the management of the business of the Nations of the world into his hands if we are to stop short of absolute chaos.

As it is, our Legislatures, Congresses and Parliaments have made a complete mess not only of government but of business. The business men of the world, if they ever undertook the task, would certainly endeavor to keep the peace if they didn't do anything else, because it is only through peace that the business men of the world prosper. And they can do that and would do it without breaking down National lines or wiping out National Consciousness. The tremendous success attendant upon the operations of the International Congress of Chambers of Commerce is a happy augury of what the world might expect if its business affairs were placed in the hands of business men.

When men come to their senses after this war is over it is to be hoped that they will discover another New World, a New World of business and finance and commerce in which the business man will have the last word, instead of the lawyer, the diplomat and the soldier, as at present.

Then, indeed, and for the first time, will mankind have an opportunity to learn that Peace hath her victories not less renowned than war, because the men in charge of affairs will be men who believe in peace and whose business it is to maintain it, while under the present system, whatever they may claim to the contrary, the business of those in charge of affairs is to prepare for war, and such an arrangement always has and always will make war not only possible but absolutely certain.

Worcester Chamber of Commerce
Worcester, Massachusetts, U.S.A.

"IN THE HEART OF THE COMMONWEALTH"

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President, J. Lewis Ellsworth
Vice-President, Chandler Bullock
General Secretary, Herbert N. Davison
Treasurer, H. Ward Bates
Auditor, Frank B. Messinger
Clerk, Dana M. Dustan

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Curtis R. Blanchard
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Chandler Bullock
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Richard J. Healey
Albert H. Inman
Wallace T. Morley
Charles H. Norton
Robert W. Rollins
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John E. Bradley, *Chairman Industrial Bureau*
Albert H. Inman, *Chairman Mercantile Bureau*
William H. Sawyer, *Chairman Bureau of Civic Affairs*
J. Lewis Ellsworth, *Ex-officio*
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Advertising Manager Worcester Magazine and Assistant Secretary
Herbert L. Fiske

Worcester Magazine Committee
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Thomas T. Booth
Frederick Bryant
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Frank S. Fay
Edward F. Fletcher
James N. Heald
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Herbert A. Maynard
Charles H. Norton
George T. Richardson

The Traffic Bureau

Traffic Manager
Joseph H. Lane

Assistant Manager
Henry A. Rousseau

The Bureau of Mercantile Affairs
William J. Conlon, *Secretary*

Current Events

General

April 2. Wellington Rifles vote to attend next inauguration at Washington and appoint committee to devise way and means of raising money to defray expenses.

4. Heavy snow storm mars the celebration of Easter Sunday.

Assistant Postmaster George S. Maynard resigns on account of poor health.

6. Councillor Daniel E. Denny of this city elected junior vice commander of Mass. Dept. G. A. R.

13. Hon. Alfred S. Roe reelected president at annual meeting of Worcester County Mechanics Association. Assets of Association total $150,630.70.

19. Red Men and Worcester Continentals have special celebration in honor of Patriots' Day.

21. John Paul Dean of Worcester successfully passes examination to enter West Point.

28. Harry G. Phelps of Worcester elected president of Massachusetts Retail Grocers' and Provision Dealers' Association.

City Affairs

April 5. Board of Aldermen decline to confirm Mayor's appointment of George A. Lindberg for sealer of weights and measures.

6. Mayor Wright signs orders for additions to Worcester schools, one to cost $55,000 at Cambridge street; another to cost $31,000 at Adams street.

12. Liquor License Commissioners grant licenses for year to practically all present holders.

City Council passes loan order for $30,000 for land damage in connection with widening Belmont street.

15. Prominent Republicans attend annual banquet of Worcester County Republican Club at State Mutual Restaurant.

22. City Auditor's report shows total debt of city to be $9,044,148.32, an increase of $630,703.23 in year.

26. Parks Department begin beautifying Common by setting out 100 new trees.

Prominent Worcester citizens protest against continuance of Home Farm piggery at largely attended hearing before City Council.

28. Ordinances to govern and regulate jitneys up to Board of Aldermen and not Ordinance Committee, according to ruling of City Solicitor.

30. Committees on High Schools and Teachers vote to recommend to School Committee the retention of the semi-annual promotion plan.

Industrial

April 1. Factory of Worcester Felt Shoe Co. destroyed by fire; loss, $30,000.

2. Central Building Co. awarded contract to build new $100,000 gymnasium for Worcester Polytechnic Institute.

14. J. W. Bishop Co. selected to build two new mills at plant of Kilburn Mills, New Bedford, to cost $150,000.

20. Crompton & Knowles Loom Works announce plans for removal of Philadelphia branch to Worcester.

Stafford Iron Works incorporates with capital of $50,000 and secures land on Stafford street for plant.

Lincoln Park Amusement Co. takes long lease of White City and announce plans for improvements.

Worcester Trust Co. reelects officers and adds Ernest P. Bennett to Board of Directors.

James F. Carberry buys half interest in the insurance business of the late Nicholas J. Mooney.

27. National Manufacturing Co. reorganize with Henry A. Hildreth of Boston as president and general manager.

Necrology

April 6. Of heart disease, at his home, 34 Russell street, Edwin E. Dodge, widely known merchant and ex-president of the former Merchants' Association, aged 50 years.

7. Of pneumonia, at his home, Lincoln street, Dr. John W. Gould, veteran dentist, aged 74 years.

9. At his warehouse, Benjamin F. Marsh, of the B. F. Marsh Co., widely known dealer of cement and other building material, aged 63 years.

9. Of paralysis, at his home, 25 Shattuck street, Charles F. Rugg, former alderman and ex-president of Y. M. C. A., aged 73 years.

19. Of fracture of spine, at City Hospital, J. Luey Wilmot, of the firm George Wilmot & Sons Co., aged 40 years.

25. Of myocarditis, at his home, 14 Trowbridge road, Thomas Kenney, prominent in real estate circles, aged 60 years.

Worcester County Failures

Worcester County failures during April, as reported by R. G. Dun & Co., numbered 10, of which nine were in the city of Worcester. The total liabilities were $249,968, and the assets were $107,211.

This is the largest number of failures in any April since 1912, although in 1913 the liabilities were almost double, with only five failures reported.

In March there were 11 failures, with liabilities of $169,616 and assets of $100,092. The failures for April during the three previous years were:

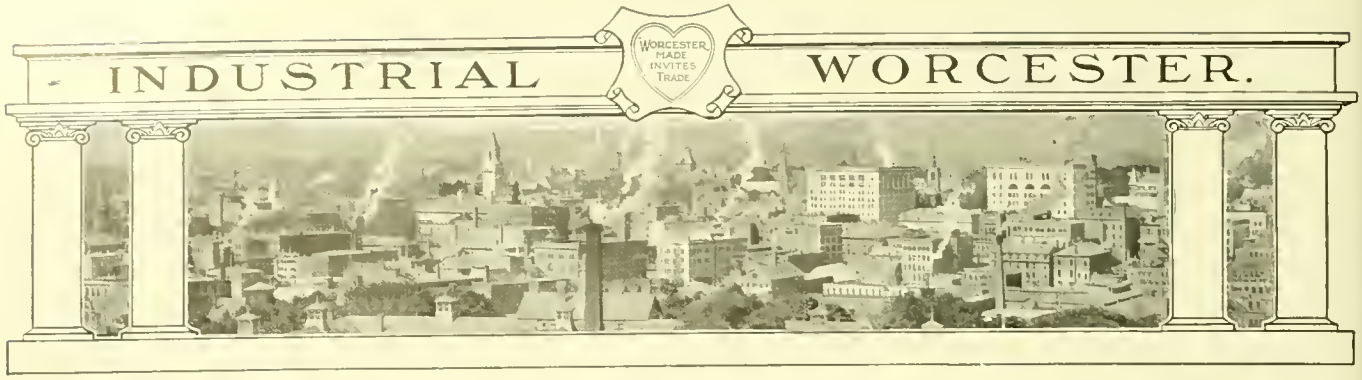
In 1914, seven failures; liabilities, $14,143; assets, $3928. In 1913, five failures; liabilities, $507,800; assets, $433,075. In 1912, 12 failures; liabilities, $101,430; assets, $34,233.

Worcester Port of Entry

At the port of entry during April there were 842 packages received, valued at $13,416. The duties collected amounted to $1929.79. This is another low record, showing a marked falling off over April last year, but is about on an average with March of this year. Practically none of the warring nations are now represented in goods received at the local port of entry.

Worcester Bank Clearings

Worcester Bank Clearings for April, as reported by the Worcester Clearing Association, totalled $11,864,827, a decrease of $63,007 from the same month in 1914.



Adrian's—A Worcester Made Shop

Worcester's business establishments have been added to within the last few weeks by a new enterprise, which will especially interest the women of the city. With the completion of the Park Building, the store at 6 Franklin street, on the ground floor, has been opened as the Ivy Corset Store.

This concern, of which the owner and manager is William F. Adrian, a Worcester man, deals in the Ivy Corsets, which are exclusively manufactured by the Corset H Co. at its plant at 40 Jackson street, an establishment of which Mrs. Mary H. Gifford is founder and president. Mr. Adrian, owner of the Ivy Corset Store, has lived in Worcester all his life.

In every sense the store is most attractive. The show window is in itself a work of art, while the interior finish and decorative scheme of the entire store, including the furnishings, is such as to give it a delightful atmosphere of its own.

In the show window is a tasteful style of carved ornamentation, in keeping with the elegance found throughout the interior. The design for both window and store fixtures was executed by Architect Edward P. Fitzgerald, of Worcester.

[illegible] Window [illegible] Adrian Shop

The "masterpieces" in the window and fixtures were made by Thomas & Co., of Worcester, under the direction of R. G. Dick, also of this city. The hand carved woodwork paneling was executed by Joseph P. Gorman.

The lighting fixtures are importations from Paris and represent leaves and full-blown roses plated in antique gold. The shades are of French beaded glass, resulting in a soft, indirect, restful and efficient light.

An Interior View of the New Store

Fixtures of such an elaborately artistic character have almost never before been introduced into a Worcester mercantile establishment. In this store they are wholly in keeping with the general effect, and were supplied by the C. C. Coghlin-Wilson Electric Company, under the direction of George W. Maguire.

Inside the store, a pleasing effect has been gained by having the woodwork finished in a putty color, which is so treated that it gives the appearance of old ivory. This is noticed in the ornamental railings set above the window and placed at the rear of the store, separating the store proper from the corridor to the three fitting rooms.

It is also carried out in the convenient, glass-topped counter, so constructed that customers can sit close up to the show cases and examine the goods. The large mirrors which adorn the wall opposite the counter are set in frames of the same finish. The interior decoration was done by Stenberg & Co.

There are three fitting rooms, each screened by a luxurious heavy velvet drapery of soft burnt orange tint. Each fitting room is provided with chair, table and mirror, and the lighting fixtures are similar to that in the show window.

The velvet hangings were put in by the Denholm & McKay Co. Each curtain can be drawn quickly and easily by the pulling of a cord. These draperies are unlike anything of the sort to be found elsewhere in the city and are one of the most costly features of the store's appointments.

Opposite the fitting rooms a screen of artistic and pleasing design encloses the desk of Mr. Adrian. Practically all the work in the store has been done by Worcester firms so that the establishment might well be termed a "Worcester made" store.

Some idea of the display possibilities of the goods in this attractive setting was given the public by Mr. Adrian on the opening day. For that day he arranged a window exhibit which had distinctive features and set off the window itself as well as the goods on exhibition to the best possible advantage.

This was accomplished by the use of corset forms with feet, unlike the ordinary forms. The feet of these forms were encased in slippers furnished for the purpose by Richard J. Healey & Co., and ornamented with brilliants. The effect was to complete in an adequate manner the display of the corsets, causing much favorable comment.

Mr. Adrian has not allowed the good taste displayed in the equipment and decoration of his store to take precedence over the goods with which he is stocked. The Ivy Corsets themselves have advantages which he brings to the front. In addition to the corsets the store also deals in Ivy brassieres and corset accessories.

The supply of these accessories is as complete and the quality as satisfactory as the patrons of the store could desire. In these respects and also in the matter of prices Mr. Adrian has made it a point to do his utmost to please those with whom he deals. In the matter of store service he has also taken special pains, making it possible for women patronizing the establishment to do their shopping under the most favorable conditions.

It has been the object of Mr. Adrian to make the store the most up-to-date and best appointed of its kind within any radius of Worcester. It has original and striking ideas and is attractive to such a degree that it is the general belief that no store of this sort in the United States can much excel it.

Outside the store is an attractive sign consisting of large carved letters done in gold leaf, and set against a black background, which gives the effect of gold letters on black velvet. This sign has attracted considerable attention on the street.

New Armour Warehouse

The new cold storage warehouse for the Worcester branch of Armour & Co., Chicago, 20 Shrewsbury street, which will be built on the site of the old Wells Chemical Bronze Works, 219 Summer street, will cost about $75,000.

Excavating for the foundations have begun and it is expected the building will be ready for occupancy October 1. A representative of the Chicago concern has arrived in Worcester to begin preparations for the work. As far as possible, all the materials to be used in the construction will be bought in Worcester, and Worcester labor will be given preference.

The building will be four stories and basement, 73 feet by 110, of brick and reinforced concrete, fireproof construction. The Summer-street front will be of faced brick and the other sides common brick. In the rear will be an engineroom, 30 feet by 45, also of brick. The foundations of both buildings will be reinforced concrete, as will also be the pitched roof. The refrigerating plant, with automatic machinery, will be located in the basement, and the contract for this is not included in the general contract. It has been awarded to the Automatic Refrigerating Co., Hartford.

A spur track from the Boston & Maine Railroad will be constructed in the rear of the building in order that cars may be unloaded at the back doors.

The building will have two freight elevators, one in front and the other in the rear part of the building, the contract for which has been awarded to the Otis Elevator Co.

A cold storage apartment will be on each floor except the third, which will be used for a sausage factory with the necessary coolers, this being a new feature of the company's buildings. The main beef cooler, which will be the largest, will be 70 feet by 30.

On the second floor will be a smaller cooler for eggs, poultry and the like. There will be a smokehouse on each of the first three floors where hams, bacon and sausages will be prepared for the market. All the machinery will be electrically driven, including the refrigerating plant.

On the Summer-street side of the first floor will be located the office of Frank W. Lowe, the Worcester manager, and show rooms, the general offices being located on the front of the second floor. When equipped the building will be the most complete of any cold storage warehouse in the United States.

Special attention is to be given to the sanitary arrangements and white enamel is to be used as far as practicable.

Crompton & Knowles' Addition

Work of removing the North Philadelphia plant of the Crompton & Knowles Loom Works to Worcester, and consolidating it with the main works at Grand and Tainter streets, is underway, and it is expected by the officials that everything will be in full operation by summer.

The transfer of the branch means the addition of about 100 more families to Worcester's population.

The Philadelphia branch has had about 200 employees, year in and year out, but only about one half of them are expected to remove to Worcester. The reason for this, as explained by the officials, is that some of them who decline to come to Worcester are married men with families, most of whom own their homes in the suburbs of Philadelphia, and dislike to remove elsewhere.

Though the corporation is abandoning manufacturing in Philadelphia, it will continue to be represented there. After the machinery has been moved to Worcester, it is planned to use a portion of the four-story brick building as a supply department for the Philadelphia trade and that in the South, the latter territory being one of the best it has on account of the big increase in cotton mills.

The Philadelphia branch has been operated about 17 years, and made a specialty of manufacturing carpet looms of various styles exclusively. It was established primarily to relieve congested conditions at the Worcester and Providence plants.

With the consolidation the Worcester plant will be the largest loom making industry in the world under one roof, or series of roofs, as it covers about nine acres.

The Philadelphia plant will be located in the new extension on Wyman street, which was built for that purpose more than a year ago. The building is equipped with electrically driven motors by which all the machinery will be operated, the same as other departments in the big plant. The machinery is being installed as fast as it arrives, and when assembled the men are set to work.

Work on Philadelphia orders is now going on at the Worcester works. Orders for new looms are no longer sent to the Philadelphia branch, but to Worcester, and all that customers will be able to secure there is parts for looms or repair work.

The advantages of consolidating the two plants is expected to prove valuable in more than a financial way, as when everything is in full running order the works will be able to turn out looms faster than ever. The company makes a loom for every fabric, and they are in use in practically every civilized country in the world.

Stafford Iron Works

Stafford Iron Works, Inc., Worcester, has been organized, under the laws of Massachusetts, with a capital stock of $50,000, to manufacture ornamental iron and carry on a general iron forging business.

Land has been secured near the factory of the H. I. Gould Co., Stafford and Heard streets, from that company, and work on the building, which will face Stafford street, south of the Gould Co., will begin at once with the expectation of manufacturing being underway early in the summer.

New York, Worcester and Auburn men of experience in the iron business are behind the new enterprise. Three of them for years had responsible positions with the Richard French Iron Works, Muskego and Albany streets, and they severed their connections to engage in business for themselves with the belief there is room in Worcester for another iron works, with its constantly growing population.

The new business was incorporated with the following officers: President, Charles F. Davis, New York, formerly of Worcester; treasurer, Matthias B. Walls, New York; clerk, Thomas E. Aykroyd, Auburn; general manager, G. Stanley Walls, Worcester; directors, the foregoing and Albert Aykroyd, Auburn.

The general manager was formerly treasurer of the Richard French Iron Works, where Thomas E. Aykroyd was a foreman and his brother, Albert Aykroyd, was a draughtsman. The treasurer of the company was formerly superintendent of the Standard Plunger Elevator Co., 243 Stafford street. G. Stanley Walls is a nephew of Cornelius W. Walls, many years engaged in the iron business in Worcester.

Incorporated 1868

Worcester Trust Company

Capital, $1,000,000
Surplus and Profits, $550,000
Total Resources, $11,000,000

Transacts a General Banking business and authorized to act as Executor, Administrator, Guardian and Trustee.

Issues Letters of Credit, Foreign Exchange and Travelers' Checks.

Main Office,—342-344 MAIN STREET, STATE MUTUAL BUILDING
City Hall Branch,—12 FRANKLIN STREET, WORCESTER TRUST BUILDING
Lincoln Square Branch,—11 MAIN STREET

Worcester National Bank

11 FOSTER STREET

AMPLE CREDIT and COLLECTION FACILITIES
WOMEN'S DEPARTMENT FOREIGN EXCHANGE
SAFE DEPOSIT BOXES

JOHN E. WHITE, President S. D. SPURR, Cashier
F. M. HEDDEN, Assistant Cashier

You will b[illegible] that you s[illegible]tisement in the WORCESTER MAGAZINE yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

People's Savings Bank

450 Main Street ∴ Worcester, Mass.

A Regular Savings Bank
Under strict laws of this Commonwealth

Deposits are received every Saturday Evening from 6 to 8 o'clock
In addition to usual hours

Banking by mail will receive prompt attention

CHARLES M. BENT, President
FREDERICK W. WHITE, Treasurer
GEORGE E. RYAN, Assistant Treasurer

CARLTON ENGRAVING CO.

The Quality House

418 MAIN ST., WORCESTER, MASS.

The Company has been for seventy years, and is today, the leading exponent of the true principles of Pure Mutuality. The contracts issued embody every desirable feature known to modern life insurance.

Remember! No stockholders to make a profit on your insurance. The policy holders are the Company.

January 1, 1915

Assets,	$46,516,911.22
Liabilities,	43,315,986.56
Surplus,	$3,200,924.66
Insurance in force,	$179,895,636

Barrett & Snow

General Agents

306-7-8-9-10 State Mutual Bldg.

STATE MUTUAL LIFE ASSURANCE CO
OF WORCESTER
MASSACHUSETTS
IN THE HEART OF THE COMMONWEALTH
INCORPORATED 1844

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

Agricultural Lime

HIGH IN AVAILABLE Ca. O.

IN CARLOADS OR LESS
THAN CARLOADS

AT THE RIGHT PRICE

F. E. Powers Co.

551 Main Street
Worcester

Our Customers Are Our Best Advertisers

"I'm not giving you this job because you are low bidder, but because I want someone who will relieve me of the details—someone who will take a personal interest. Responsibility counts with me."

The George W. Carr Co.
(H. C. WILSON)

CONTRACTORS

518 Main Street Worcester

MAKING HALFTONE ENGRAVINGS

MANUFACTURERS *and* ADVERTISERS
BOTH FAR and NEAR

RECOGNIZE THE ABILITY OF OUR
ARTISTS *and* ENGRAVERS

HOWARD-WESSON CO.

Designers of Advertisements
Makers of Half-Tone Plates

Graphic Arts Building, Worcester

PROSPERITY

¶ The leaders of industry and finance in this glorious country of ours are predicting an era of commercial prosperity the like of which has not existed for a generation. We are now on the eve of that revival and it will last for several years.

Are You Ready for It?

¶ Printing is the greatest single factor in our modern commercial life. It educates, it enthuses and it inspires, but more than all this—it sells the goods.

¶ We are *Printers* with years of experience and a modern stock of gray matter and equipment of tools.

¶ Let us help you prepare for your share of this new prosperity. WE CAN DO IT.

COMMONWEALTH PRESS
Graphic Arts Building, 25 Foster St.

[x]

You will benefit [illegible] at in the WORCESTER MAGAZINE—yourself, the advertiser and the publication [illegible] of Prosperity, invites your trade

SATISFACTION is seldom the result of the lowest bid.

We aim to give genuine service with GOOD PRINTING.

The Davis Press, Inc.

Graphic Arts Building. Phone Park 537

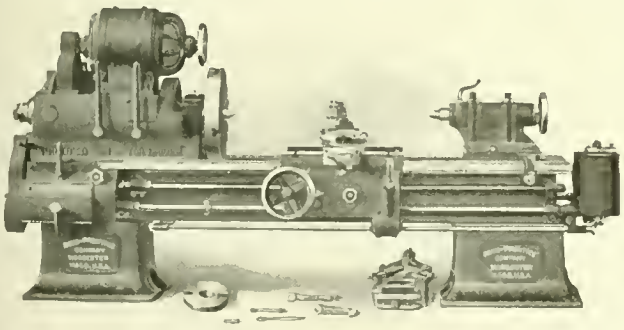
HEYWOOD SHOES

FOR MEN and WOMEN

415 Main Street

WORCESTER, MASS.

A photograph will aid your salesman, if the goods are too heavy to carry



E. B. LUCE

EXPERT PHOTOGRAPHER OF MACHINERY

WALKER BUILDING

TELEPHONE

The Three Newest Automobile Accessories

BLUE BOOKS for 1915 which are recognized as authority on all matters pertaining to automobile touring, good roads, etc., have just been received.

WONDER-MIST, the latest preparation for removing road tar, grease, etc., will preserve the finish on your car and keep it looking like new. Apply with a sprayer, rub lightly with cheese cloth, and you have a glossy finish that will prevent rain streaking and mud spots. Quart, with a sprayer, $1.25; Gallon, with sprayer, $3.00.

DIAMOND CARBURETORS for Ford cars give more power, more speed and greater flexibility. To introduce, we are selling them for $10.00 and your old carburetor.

ALSTEN & GOULDING CO.

36 Foster Street, cor. Waldo

The Rubber Tire Corner WORCESTER, MASS.

Oldest Established Tire Repairers in Worcester

Let Us Do Your Vulcanizing

Holmes Electro Foundry

19 CHURCH STREET

WORCESTER, MASS.

MANUFACTURERS OF

Quality Electrotypes in Copper, Nickel or Steel

Use Holmes Wet Lead Steel Faced Halftone-Electros and get results.

Give us a trial on your next order.

Telephone, Park 4790—4791

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication

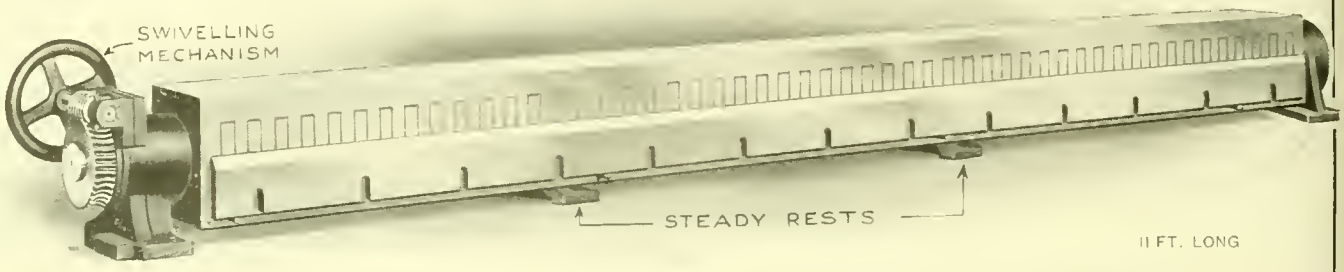
Worcester, City of Prosperity, invites your trade

Worcester Machine Screw Company

Standard Screw Company Successor

Set Cap and Machine Screws and Special Parts

Worcester, Mass.



THE PRODUCT OF EXPERIENCE—THE OLD RELIABLE WALKER MAGNETIC CHUCKS
FULLY GUARANTEED, ALL SIZES

O. S. WALKER & COMPANY, Worcester, Mass.

WIRE—SPRINGS

AND

WIRE SPECIALTIES

MORGAN SPRING CO.

WORCESTER, MASS.

R. L. GOLBERT
Pres. and Treas.

A. B. TAYLOR
Vice-Pres. and Supt.

L. A. WHEELER
Secretary

Golbert Last Co.

54 Commercial Street
WORCESTER, MASS.

Boston Office
28 Lincoln Street

MANUFACTURERS OF ALL KINDS OF

Drive Chains and Sprockets

For Commercial Cars

We make a specialty of keeping in stock chains and sprockets for all kinds of standard commercial cars.

Chain Drives for Machinery

We are prepared to advise and quote on desirable chains and sprockets suitable for machine drives.

Baldwin Chain & Mfg. Co.

Worcester, Mass.

You will benefit thereby if you mention this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

Jackson Street Foundry

Light and Heavy

IRON CASTINGS

J. A. COLVIN, Proprietor

52 Jackson St. Worcester, Mass.

EVERY VARIETY
OF WOODEN AND PAPER
ALSO CLOTH COVERED BOXES

BOXES

One of the Most Complete Plants in Massachusetts
WILLIAMS & BRIDGES CO.
Manufacturers
72-86 Central St., Worcester, Mass.
Made in Worcester.

Improved Boring Machine

THE spindle is made of crucible steel, has No. 2 Morse taper hole to receive chuck, and the bearings are of genuine babbitt metal. It has two stops to regulate the travel of the spindle, one in the head to adjust the downward stroke and one in the treadle for the upward stroke. Greatest length of travel of spindle is 6½ inches. Distance from center of spindle to column, 10″. Table is 20″ x 36″. It is balanced, and has a vertical movement of 21″. Spindle is balanced by a coil spring attached to arm on top of frame, making it self-contained. The bracket that carries the driving pulleys has an adjustment of two inches, which is very desirable. T & L pulleys are 8″ x 3″ face, and should make about 800 revolutions per minute.

Manufactured by

R. E. Kidder : 13 Hermon Street Worcester, Mass.

SHEET STEEL STAMPINGS

We make a specialty of sheet metal stampings and

Deep Drawn Work

finished in Nickel, Brass and Copper.

LET US ESTIMATE ON YOUR WORK.

Case-hardening to meet particular requirements.

MATTHEWS MFG. CO.
Worcester, Mass.

ESTABLISHED 1820 PIONEER WIRE INDUSTRY OF AMERICA

WIRE ROPE OF ALL KINDS

ELEVATOR
TRANSMISSION
TILLER GUY
HOISTING
HAULAGE, ETC.

SPENCER

IRON AND STEEL WIRE AND SPECIALTIES

CLOCK SPRINGS AND HIGH SPEED STEEL

SPENCER WIRE COMPANY WORCESTER, MASS.

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

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Worcester Trust Co. — x
Wright Wire Co — iii
Wyman & Gordon — Inside front cover

Opium
Laudanum
Paregoric
MORPHINE
Heroin
Cocaine
Chloral

BROWNELL'S SPECIFIC speedily destroys and eliminates the poison, restores the organs of the body affected to a normal condition. It does not in any degree affect the most delicate constitution. There is prompt and continuous relief and rapid upbuilding of the shattered nervous system. Once cured patients do not suffer a relapse. Patients get drug whenever they ask for it to prevent suffering. The Brownell treatment has proven absolutely certain in action and uniform in results. Patients are under the care of physicians from start to finish. No suffering from withdrawal. Patients not confined to bed. Free forever in from three to four weeks. The Brownell method is thoroughly scientific—differs from all others.

Worcester County Medical Institute Co.

40 Wellington Street, Worcester, Mass.

Alcoholics sobered in thirty minutes. Craving destroyed instantaneously and forever. Patients go about their business in from 24 to 48 hours and continue taking medicine for thirty days.

Telephone Park 175-W

Good Printing Is What Turns Loss Into Profit

IT is the element that enables you to secure the fullest value from every item of expenditure. No matter whether you sell to individuals, firms or corporations, whether you sell by mail, by salesmen, or personally, there is a time and place for the right use of good printed matter.

We offer you a printing service above the ordinary. It is too late, after a job is printed, to be dissatisfied. It is better to be satisfied beforehand.

Call us up—Park 380—and get satisfaction.

BELISLE PRINTING & PUBLISHING COMPANY

Makers of Good Printing

112 Front Street — Worcester, Mass.

We print this magazine every month for the Chamber of Commerce

You will benefit thereby by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication

Worcester, City of Prosperity, invites your trade

WHEN YOU NEED OFFICE HELP

Call upon our Employment Department and we will place you in touch with office assistants that are carefully trained and fully competent to fill the position.

You will, in this way, secure the right kind of help without any inconvenience or delay, as we never recommend a student unless we are sure of the requirements of the position.

Experienced and inexperienced office help furnished without charge to either employer or employee.

C. B. POST, Proprietor

Worcester Business Institute

Telephone 5218

476 Main Street :: opposite City Hall

VERITAS — CERTIFIED PUBLIC ACCOUNTANTS — NEACO — PRODUCTION ENGINEERS

New England Audit Company

Incorporated under Laws of Massachusetts

Certified Public Accountants
Auditors, Industrial Engineers, Systematizers

FREDERICK J. HILLMAN, C.P.A. Pres. and Gen. Mgr.
CHARLES O. WALRER, C.P.A Mgr. Audit Dept.
FRANK B. MESSINGER, C.P.A. Mgr. Boston Office
WALTER M. CURTIS, S.B. Mgr. Engineering Dept.

WORCESTER OFFICE
633 State Mutual Bldg. FRANK B. MESSINGER, C.P.A., Local Mgr.

SPRINGFIELD WORCESTER BOSTON

Style 310

Burroughs Visible Desk Machine
$175.00, Direct from factory

WHY A BURROUGHS?

Because in its field it has no equal at any price.

BURROUGHS ADDING MACHINE CO.

Builders of
Adding, Listing, Bookkeeping and Calculating Machines.

830 Slater Building
Worcester, Mass.

Are You Paying Too Much for Coal?

If you use five hundred tons or more per year, it will pay you to

HAVE IT TESTED

N. A. C. SMITH

CHEMIST

598 Main Street, Worcester, Mass.

Standard Foundry Co.

IRON FOUNDERS

Special attention given to the Manufacture of High Grade

Machinery Castings

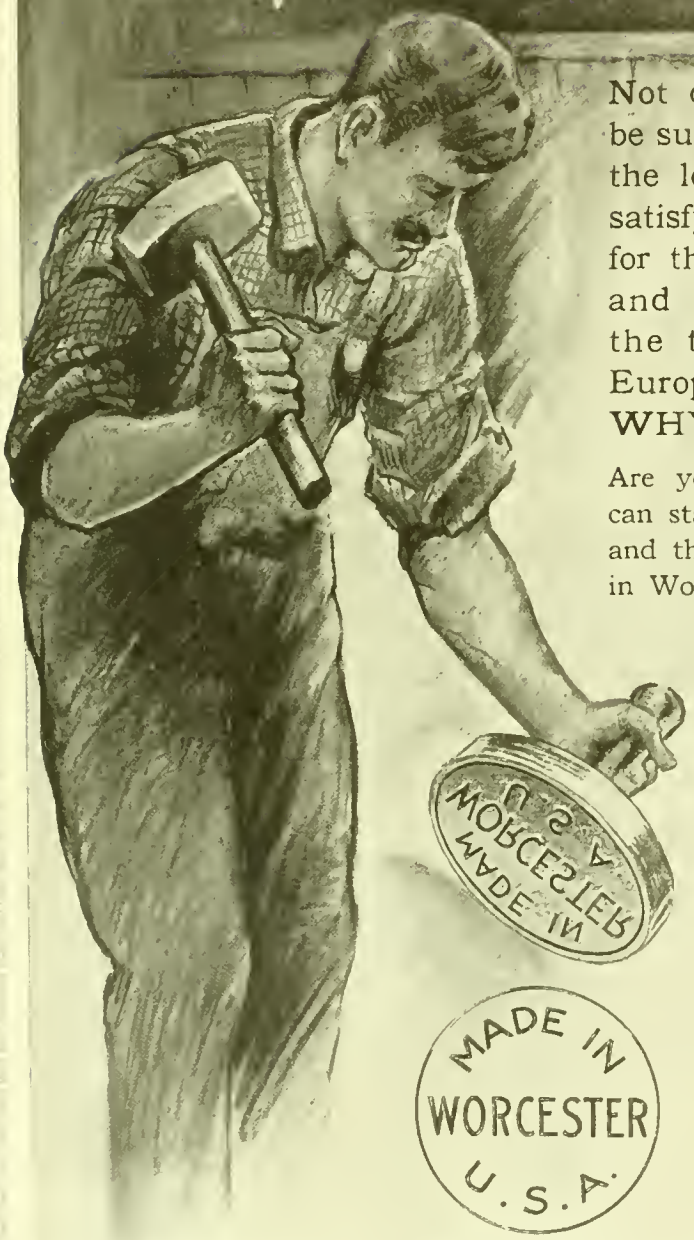
TAINTER AND GARDNER STREETS
WORCESTER, MASS.

Made in Worcester.

TO LAY THE DUST

AMERICAN CAR SPRINKLER CO.
WORCESTER, MASS., U. S. A.

Do You want Export business?



Not only must the usual Home Trade be supplied but the one chance to retrieve the loss of our European Market is to satisfy right here the tremendous demand for the goods we have always imported, and to make for the Foreign Trade the things they have been buying in Europe. WHO IS GOING TO DO IT? WHY NOT YOU?

Are you making the class of goods that you can stand back of—that will win you re-orders and that will be a credit to the stamp "Made in Worcester, U. S. A."?

Do you know who needs your goods and how to go after this foreign trade? Do you know trade conditions, trade routes, rates of shipment, cost of exportation, how to pack your goods to meet the peculiar conditions, and the hundred and one other necessary bits of information?

The Foreign Trade Committee of the Worcester Chamber of Commerce has been for some time, and is now, working with the Department of Commerce of the United States, studying the situation as it applies to every one of you. They can give you all this information specific and reliable—right here in your own city.

The National City Bank of New York is back of you too. Its chain of banks in South America is established and ready to furnish credit reports and market information that your financial safety may be guarded.

Everything possible has been done for you—it only remains for you to take advantage of the opportunity. ONCE THIS TRADE IS YOURS IT NEED NEVER GO BACK. Write the Committee on Foreign Trade, or call on the

WORCESTER CHAMBER OF COMMERCE

"WORCESTER'S NEW MUNICIPAL GOLF LINKS"

The WORCESTER MAGAZINE Illustrated

THE LIBRARY OF CONGRESS SERIAL RECORD
MAY 19 1944

City Officials at Opening of Municipal Golf Links

The First Match – Judge Forbes and Dr. McGillicuddy

Mayor Wright Driving First Ball

One of the Enthusiasts Driving Off.

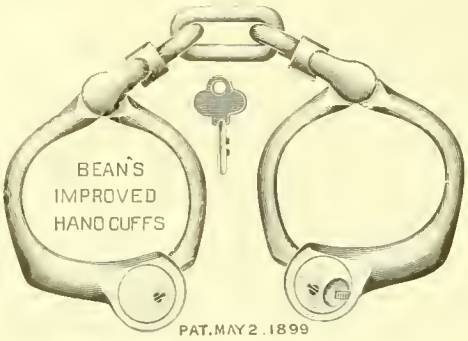
Caddies Presenting Mayor with Choice of Balls

JUNE, 1915

$1.50 per year

Published by the Worcester Chamber of Commerce
WORCESTER, MASS., U. S. A.

15 cents the copy



THE GENUINE

BEAN'S IMPROVED HANDCUFFS, LEGIRONS and TWISTERS

The Standard Equipment of the Police and Detective Departments of the Leading Cities

This line is of the highest grade, as light as the severe service required will permit and unsurpassed in finish.

The cuffs will fit all sizes of wrists and cannot be unlocked without the key. Set locks avoid locking by accident. Rounded corners and absence of projecting arms prevent injury to officer and prisoner.

COMPLETE CATALOG ON REQUEST

Manufactured by

Harrington & Richardson Arms Co.
Worcester, Massachusetts, U. S. A.

The Samuel Winslow Skate Mfg. Co.

Worcester, Mass., U. S. A.

Makers of

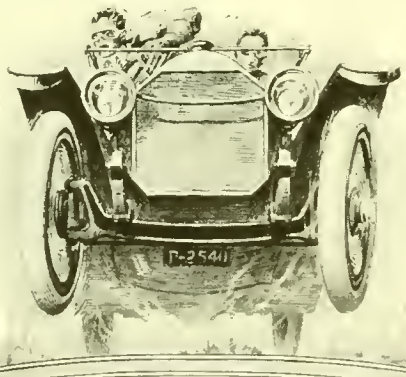
WINSLOW'S Skates

THE BEST ICE AND ROLLER SKATES

THE BEST AND MOST WIDELY KNOWN SKATES IN AMERICA. THE BEST AND MOST WIDELY KNOWN SKATES THE WORLD OVER

STOCKS CARRIED IN

WORCESTER, NEW YORK, LONDON, BERLIN, PARIS, SYDNEY, BRISBANE, AUSTRALIA, DUNEDIN, AUCKLAND, WELLINGTON, NEW ZEALAND.



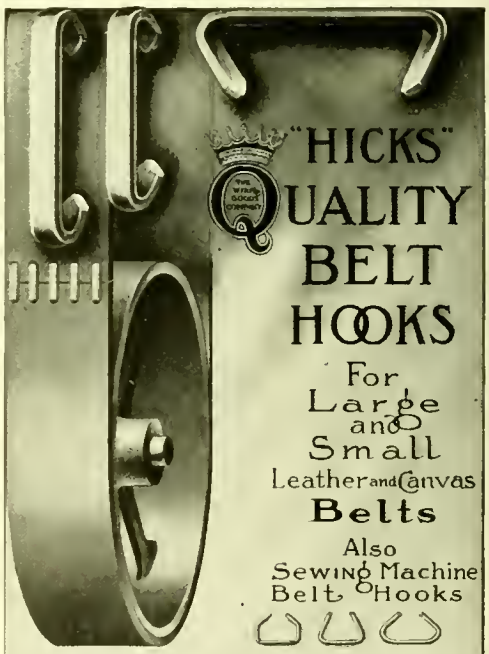
DROP FORGINGS

Gears, Axles, Crank Shafts Steering Knuckles and other parts where strength and reliability are required are best Drop Forged and toughened by our heat treatment

We use the best steels, specified, analyzed and approved by our own Physical and Chemical Laboratories, thereby assuring a uniform product

Send Blue Prints for Estimate and Engineering Advice

THE WYMAN & GORDON COMPANY
WORCESTER, MASS.
CLEVELAND, OHIO



"HICKS" QUALITY BELT HOOKS

For Large and Small Leather and Canvas Belts

Also Sewing Machine Belt Hooks

Send for Samples and Prices

"EVERYTHING IN WIRE"

THE WIRE GOODS COMPANY
Worcester, Massachusetts, U.S.A.

Morgan Construction Co.

Have Built for Rolling Steel Products

72 PLANTS

58 in United States

5 in Canada
2 in England
1 in France
1 in Austria
1 in Belgium
4 in Germany

MORGAN CONSTRUCTION CO. M C Co WORCESTER, MASS.

EXCELSIOR WIRE FENCES

When used to enclose factory properties will prove a valuable asset.

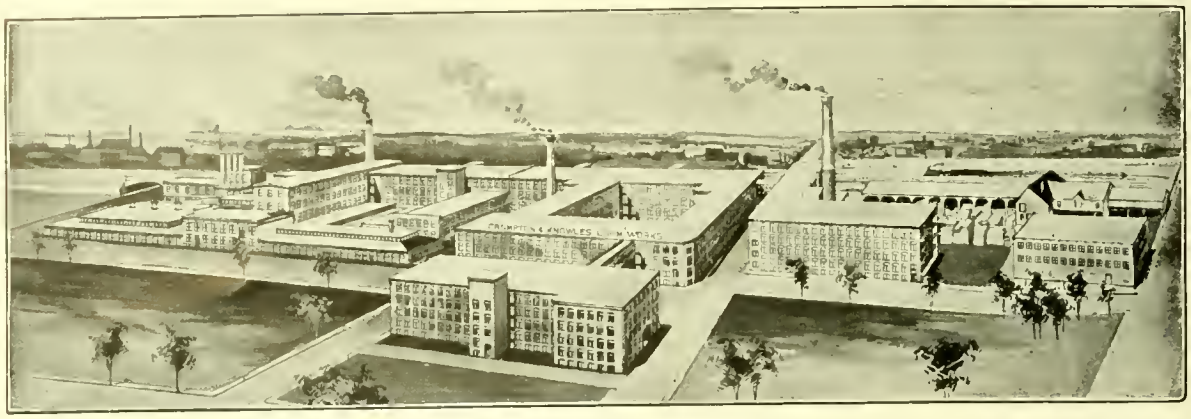
Permanency of construction—beauty—and absolute protection without shutting out the light are their three essential characteristics which appeal to every manufacturer. Let us give you estimates and more information on this modern factory fence.

WRIGHT WIRE COMPANY

WORCESTER, MASS.

BOSTON
NEW YORK
PHILADELPHIA
CHICAGO
SAN FRANCISCO

A LOOM FOR EVERY FABRIC



WORCESTER PLANT

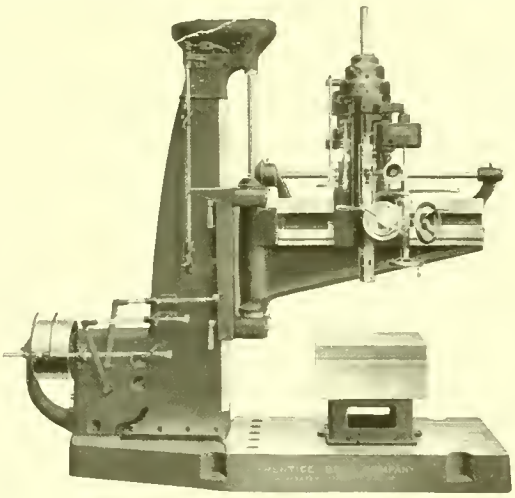
Everything that may be woven by power—practically every kind of fabric used by civilized beings—is produced on looms built in these works.

Woolens and worsteds, silks, velvets, ribbons, cotton goods of every description, carpets and rugs, mattings and hammocks, belting and webbing, furnish an idea of the great variety of our weaving machinery.

In addition are dobbies, jacquards and supplies built in all of the different plants.

CROMPTON & KNOWLES LOOM WORKS,

WORCESTER, PROVIDENCE AND PHILADELPHIA



The Throw of a Single Lever

attached to the patented Combined Feed Clutch and Spindle Quick-Return mechanism, enables the operator to—either raise or lower the spindle—operate the lever feed—and to engage or disengage the power feed—

This and many other time-saving features are contained in the latest

PRENTICE ALL-GEARED MOTOR DRIVE BALL BEARING DRILLING MACHINE

A rigidly constructed machine tool that is capable of furnishing a powerful torque for heavy work and high speeds for light work.

Special Spindle Counterweight Safety Device eliminates the possibility of accidental dropping of weight.

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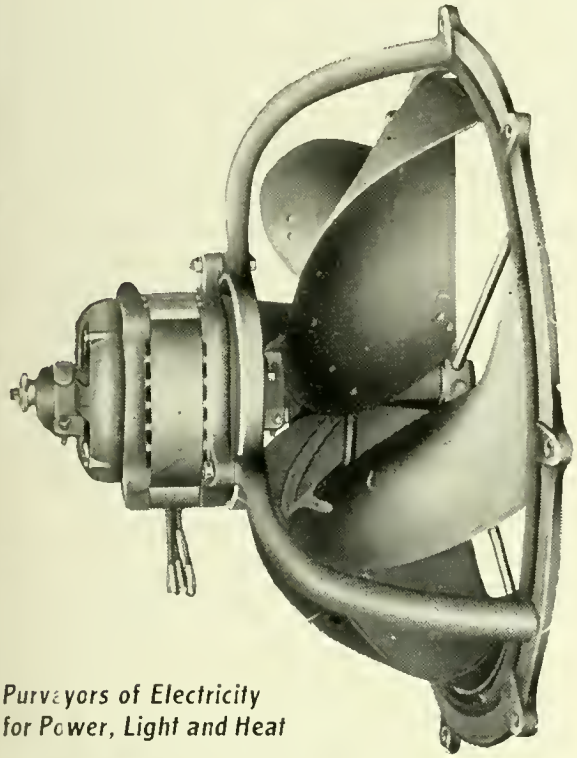

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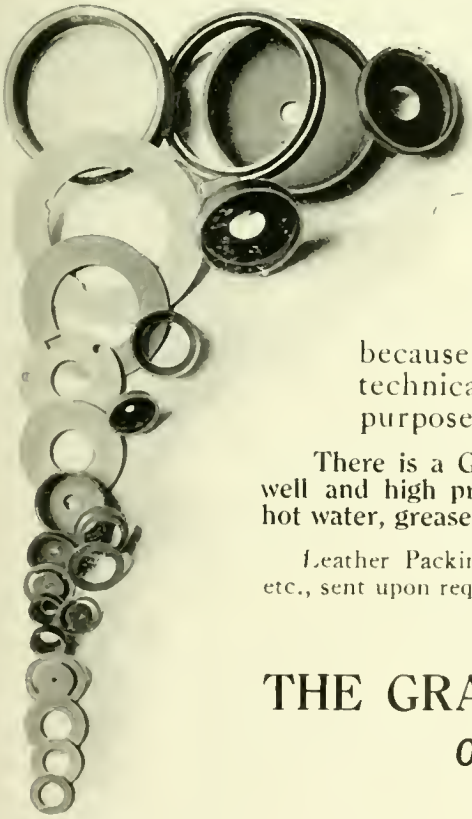

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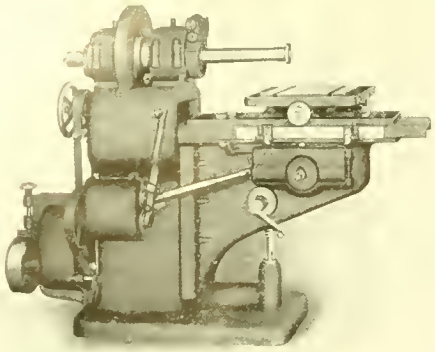

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THE WORCESTER MAGAZINE

VOL. XVIII JUNE, 1915 No. 6

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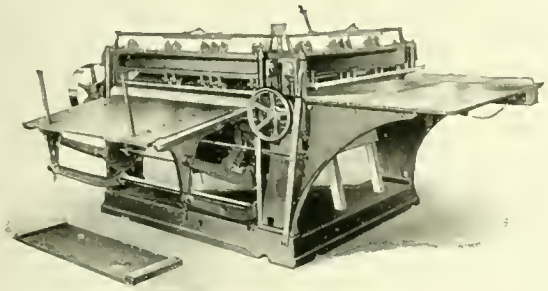

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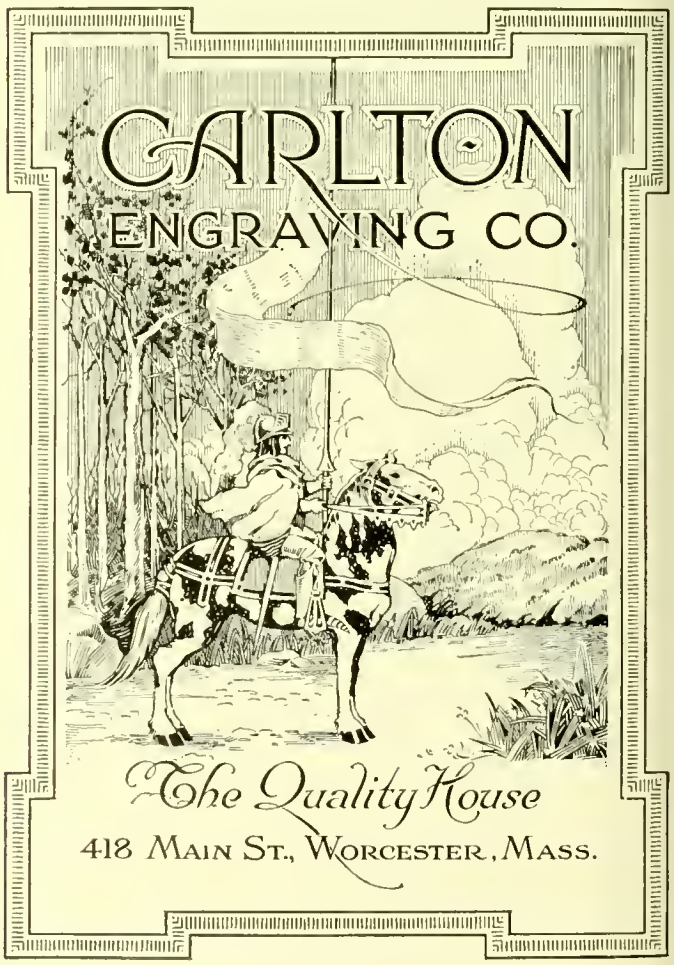

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The WORCESTER MAGAZINE

JUNE - 1915

America's Negligence—Railway Trespass

Toleration of the Railroad Trespasser in This Country Results in Five Thousand Deaths a Year Due Almost Entirely to Lack of Laws or Lack of Enforcement of Existing Statutes—The Elimination of the Deadly Toll by Adoption of English Laws Which Spell "Safety First Saves Lives"

By Joseph H. Lane, Traffic Manager
Worcester Chamber of Commerce

ACCIDENTS to Railroad Trespassers:

	Killed.	Injured.
United States, 1901-10,	50,025	53,427
United Kingdom, 1901-10,	4,434	1,315

In the United States laws against railroad trespassing are not very numerous and are seldom generally enforced.

In the United Kingdom persons other than passengers or employees found on railroad property are fined $10. for each offence.

In this progressive country we have made great strides for the conservation of our resources. Much has been said and done to improve the health and life of the inhabitants. But in this progress are we not traveling in a devious route, instead of a straight line, circling around problems that are vital and yet simpler to solve than many of the laudable improvements that have been undertaken?

A year ago at the International Congress of Hygiene at Washington, D. C., there appeared over one of the exhibits a panel reading like this:

We inspect our hogs.
We protect our forests.
We neglect our children.

To this might be added

We tolerate the railroad trespasser.

I urge you to give this question of Trespass your very serious consideration, as it is a danger which is seldom thought about, but one which is always with us. Let me give you a few guaranteed facts about this problem as a leader to your consideration of the subject. None of us, as a rule, gives heed to the everyday dangers which beset our paths, but why go out of our way and seek danger?

A Dangerous Playground

This question that we are on does not apply altogether to the tramp, hobo, or social outcast, as we often think, but authentic reports show that at least 75 per cent. of the people killed from trespassing on railroad right of way are useful members of society, as will be shown later on.

In Massachusetts the Public Service Commission reports a yearly casualty roll of practically 143 killed and 63 injured, for the past ten years, and last year the report shows that 175 people were killed and 75 injured, and in nearly all cases the accidents happened to a useful member of Society. The report shows further that most of these unfortunates were caught while taking short cuts along railroad right of way.

In Great Britain, and in fact, all of western Europe the railroad right of way is practically inaccessible. There are almost no grade crossings at all and it is impossible to get onto the tracks from the station. The rule is so strictly enforced in most European cities that people wishing to see friends off on a journey must buy special tickets to get in and have coupons punched before they can get out of the station, thereby giving the railroad notice that such persons are away from danger. The freight yards, especially those in Great Britain, France and Germany, are completely fenced in and are strictly policed. The laws against trespass are very strict abroad, and are carefully enforced by the regular

Boys Are Often Seen Like This Disregarding Their Right To Live

police, while in America the special railroad police have to enforce what few local laws we have on this subject, and as a rule, the courts will not give as much heed to the special officers as to the regular police.

While deaths to trespassers upon railroad property were held down to almost nothing in Europe and Canada and greatly reduced in certain of our States, *fourteen* times as many persons who had no business to be in danger, were killed by the cars in the United States in 1913 as compared with the number of passengers killed. Fatalities reached 5,558—more than at the Battle of Bull Run. Progress towards the enactment of laws providing effective penalties, and toward conviction and sentences for those who willfully expose themselves to danger, is slowly spreading, while loss of life and damage as affecting railways is increasing. State legislatures which have been unwilling to act will have the proposition before them again in 1915, backed by the force of the "Safety First" campaign, and the growing demand for adequate penalty.

England has since 1868 prohibited any unauthorized person to be upon railroad property under penalty of ten dollars fine, and this law is enforced absolutely. American travellers abroad, accustomed to free and easy habits at home, stray upon rights of way and are surprised as well as grieved to be grabbed instanta and hustled before a magistrate who relieves them of a part of their surplus and sends them on chastened and wondering at the beautiful system. The difference between England and the United States in this respect is shown by the results. From 1901 to 1910 inclusive, in the United States 50,025 trespassers were killed and in the United Kingdom 4,434; in the United States 53,427 were injured and in the United Kingdom 1,315.

During the same period in the United States there were *13,000 children under 14 years of age killed and injured while trespassing on railroad property*, and there were *20,000 more killed or injured between the ages of 14 and 21*, making a *total of 33,000 minors* who were the *victims of the neglect of their parents* and also of *society in general*. Can a more laudable effort be made than the suggested one to educate the children in the public schools and teach them from the beginning that to walk upon or play about the railroad tracks is not only unsafe but is prohibited.

France forbids any person not belonging to the railroad service to enter upon its right of way unless they have a permit signed by a superior railroad officer. Violations are punishable by fines up to $579.00 and a jail sentence up to one month. In Germany the penalties range up to $25.00. Canada fines trespassers up to $50.00 or imprisons them up to two months. The Wabash Railroad operates a part of its mileage through Canada. In the year ending June 30, 1914, 94 trespassers were killed and 135 were injured along the *entire route* of this road, and of this number only three were killed and three injured in Canada. The receiver of the Wabash Railroad is quoted as saying: "The law there is very strictly enforced, and the result is that we are not burdened with the trespassing evil in Canada."

In the United States laws on this subject are very few, and even where penalties are prescribed magistrates hesitate to impose them, largely under stress of local opinion. Citizens want to do as they please and local authorities dislike to feed and lodge convicted tramps. Interstate Commerce Commissioner C. C. McChord summed up the consequences before the Cooperative Safety Congress in Milwaukee, a year or so ago. He stated that in *twenty years* the *trespassers killed on railroads in the United States totaled 86,733* and *the injured 94,646* or *181,379 casualties* in all. Of those injured he said the majority were seriously maimed or crippled for life. These trespassers are not all hobos, but include children and wage earners living in the vicinity, whose death or disability leaves families destitute. *Of 1,000 investigated cases* by the Interstate Commerce Commission practically 600 were self-supporting, 312 were laborers and the list also included actors, bakers, chemists, clergymen, engineers, farm hands, lumber men, merchants, musicians, sailors, salesmen, school teachers, soldiers and students. *Of the 1,000 fatal cases*, 273 are

The Schools Can Do a Service Here—Teaching Boys To Keep Off the Tracks

known to have left wives or children. Three hundred and seventy-six were single. Most of these unfortunates were men or women working or living nearby the railroad tracks, and the sad results were in many cases chargeable to people taking short-cuts in order to save time. Out of the *same 1,000 fatal cases* investigated 498 resided near the place of accident, 321 resided some distance away, and 190 resided at places not known. Furthermore, out of the *1,000 cases mentioned* 468 were American citizens, and the balance represented 25 foreign countries, and again out of the *1,000 cases* 68 were under fifteen years of age, 340 were from 16 to 30, 451 were between 31 and 60 and 69 were over 60 years old.

At the meeting of the National Association of Railway Commissioners held in Washington, October 1913, a report was read showing that of 192,542 persons killed on American railways during the past 23 years, the deaths of 175,610 or 91.2 per cent. were in no wise due to faulty train operation. In fact, only 8.8 per cent. of all the deaths and injuries could be said to have been due to causes other than the fault of the unfortunate persons themselves.

By far the greater number of such accidents, to be exact, 103,566, or 59 per cent., were due to wilfully trespassing upon railroad property. As an interesting comparison let us note the following authentic reports from large transportation lines which handle an immense local and through passenger business. Please note the lack of danger to the passengers and employees, and while these references are exceptionally good the conditions at New York City, Boston, or Worcester are not very much different in this respect. One large railroad operating out of Chicago furnishes a statement that during the two years ending January 1st, 1915, it carried 26,000,000 passengers without a single fatality to a passenger. In its Chicago suburban service this road carried 40,000 passengers a day, and it reports that not a single passenger has been killed for 53 years. Another large trunk line in the East reports that for the year ending December 31st, 1914, it carried 189,000,000 passengers with not a soul killed in a train accident.

A Short Cut Home—Cause of Many Accidents

These examples will give you an excellent idea as to the relative dangers coming from riding on railroad trains and wilfully trespassing on railroad property.

All of these figures are of great interest and based as they are upon actual comparisons, and gathered from authentic sources and applying within stated periods and in certain specified territories, they undoubtedly illustrate with a great deal of accuracy the great economic loss to this country that has been permitted through negligence and lack of attention on the part of our educators, legislators and others who lead the humane work of conservation of human life in this progressive American Republic.

In Chicago almost every bit of railroad track has been elevated, doing away with all grade crossings. Does anybody suppose so feeble a precaution as that has ended deaths and accidents to trespassers? Not at all. People leap over a city ordinance and climb up onto the elevation in their conscientious devotion to the pursuit of being killed and maimed. In three months 339 arrests were made on the elevated railway and only 67 of the offenders were punished by the courts.

A railroad manager frequently finds upon his desk telegrams reporting two or three persons killed or injured the previous day caused by trespassing, oftentimes women and children, and this official would be a very strange person indeed if he did not feel that to eliminate such a tragedy was a subject that might well occupy the attention of every man with an element of human sympathy in his makeup. In bringing to you, therefore, some features concerning the problem of trespassing on railroad property, I wish to emphasize the thought that this is not a problem of the elimination of a nuisance. It is a problem that concerns every one of us as members of society. If the newspapers reported a wreck every day with fifteen fatalities the Commissions and lawmakers would soon enact and enforce laws to control this appaling waste of human energy.

It has been carefully estimated that the average productive value of a human life should be capitalized at about $15,000. If, in the matter of trespasses one makes allowances for those who

Picking Coal on Railroad Tracks—A Common Sight

are tramps, and those who are aged, and we reduce the value of each trespasser killed to a capitalized value of $10,000, it would mean that we are each year destroying 55 million of economic wealth, to say nothing of homes which are wrecked or of the indirect burdens which are thrust upon society.

There has been a great deal of legislation to safeguard the lives of industrial workers in hazardous occupations, but the subject of trespassing seems to have received almost no consideration from either the public or the public officials. Many bills have been drafted and submitted to legislators but they have received little consideration. Perhaps this indifference is due to the general misconception that all such trespassers are of the tramp class or some other type of social delinquent. I have shown you, I believe, that this is not true. Lawmakers and commissions are imposing on the railroads regulations to promote the safety of the public and its employees, but should there not be some regulation of the public itself in the indiscriminate use of railroad right of way. Laws are enacted to protect farms from trespass, and there are laws against trespassing on State land, and wardens are authorized to arrest trespassers without warrant. If protection for crops, timber, fish and game is important, how much more so is the saving of human life?

Public opinion, when aroused, is quick to respond in demanding reforms where broad questions of humanity are involved; therefore, it would seem necessary to arouse public sentiment by a country-wide campaign of education which should reach the children as well as the adults, and also that class of the general public which is only influenced by the fear of the law. There must be a public demand for trespass law, as experience has shown that the laws were unavailing unless their enforcement is supported by public sentiment. The railroads throughout the country are making diligent efforts to reduce the hazards to their passengers, employees and to the public, all of which they can do themselves, but they are necessarily dependent upon constituted authority finally to eliminate trespassing, which is the greatest source of death and injury in this country.

Thirty-five States have no law prohibiting persons walking on railroad right of way. All of these States will have a chance, except six, (Kentucky, Louisiana, Maryland, Mississippi, New Mexico and North Dakota, which have no sessions of legislature), during 1915 to put such a law on the statute books. Thirteen States by statute prescribe penalties ranging from five-dollar fines or ten days in jail in Maine to a five hundred dollar fine or one year in jail in New York. These States with trespass laws are New York, Wisconsin, Maine, New Hampshire, New Jersey, Massachusetts, Virginia, Missouri, Rhode Island, Deleware, Georgia, Minnesota and Washington. Of all the State legislation dealing with this subject the frankest and most unreserved recognition of the inalienable rights of the American citizen to get himself killed or mangled is contained in the law of Missouri. In this case the law protects the railroad from any damage suit, but does not in any way prohibit trespassing. Louisiana in 1914 passed a bill prohibiting others than passengers and employees being upon railway equipment under penalty of $50.00 fine or six months in jail. Maryland in the same year passed a law prohibiting trespassing on cars or locomotives under penalty of $25.00 or one month in jail.

Activity on the part of many railroads to lessen the number of fatal accidents on their lines by more careful policing in the sections where trespassing is prevalent, is bearing fruit. Energetic efforts to combat the evil have been made in many States by the large Eastern trunk lines whose Safety Agents last year visited police courts in all parts of the State armed with statistics of deaths and injuries to trespassers. The majority of judges appealed to agreed to punish offenders brought before them, then the newspapers were urged to give the campaign liberal publicity. Warnings in several languages were posted in conspicuous places along the road, manufacturers were urged to point out to their employees the dangers of track walking, and *public school teachers made safety lessons a part of their regular work.* The police departments of the various roads were then instructed to make arrests systematically and this has been carried in for several months. Putting the results of a number of these roads together, and comparing with the results of seven months during 1913 with the same seven months in 1914, it is very plain that a reduction of 30 per cent. in deaths and injuries resulted from the improved conditions during the 1914 period. In this respect the Public Service Commission of New York reporting a decrease of 72 per cent. in passengers killed on steam roads for the year ending June 30th, 1913, compared with the preceding year remarks, "another class of railroad fatalities which shows a decrease is that of the trespasser killed while in places where he had no right to be. Last year, that is 1914, 348 were killed as against 393 the year before, and 358 were injured in 1914 as against 409 the year before." All of which is the result of the energetic and educational efforts of the transportation lines.

All kinds of organizations are working along different lines to attain success on this very important question. The Public Safety Commission of Chicago is interesting all the women's clubs of the nation and are circularizing the social and political organizations all over the country in an effort to reduce the death toll. The American Museum of Safety in New York City, one of the largest of its kind in the United States, has published in pamphlets containing stories of child interest, vividly outlining the danger and folly of railroad trespassing, and under the auspices of that institution these anti-trespass lessons are being taught in all the New York and Brooklyn public schools. Recognizing that children are natural organizers and that they love to "belong to" things, the Museum has issued Safety League Buttons to be given to boys and girls who have been initiated into the secrets of safety. Safety Patrols have also been organized, selected from the older and more responsible boys and girls from the public schools, upon whom devolves the duty of looking after the safety of younger children in the streets and on the way to and from school.

One other large social organization interested in the same question has put out a small human interest pamphlet entitled "Harry Hop The Train" which has been given a wide circulation in the interests of children living along the various railroad lines in the southwest. The tragic results of Harry's persistence on hopping freight trains and otherwise playing about railroad yards, the arrival of the ambulance with a doctor, with his bag filled with knives and saws, the operating room in a hospital with its glass cases around the walls full of grewsome surgical instruments, the operating table on which Harry is placed while his mangled leg is removed, and the subsequent release of a little cripple who could never again

join his playmates in the old swimming hole. All of this story is told with a simplicity of expression well calculated to make a vivid impression on the child's mind. It seems to me that work along similar lines, adopted universally in our public schools, should be advocated as part of the education of children.

One organization has gone to the extent that verses which might appeal to the young children have been put in attractive shape and printed in several languages and distributed to schools and churches. These verses were published in the Baltimore & Ohio Magazine, being reprinted from Leslie's Weekly, and might appeal to some of your children:

NEVERS FOR CHILDREN.

Never cross the tracks by night or by day,
Without stopping to listen and look each way.

Never walk along the railroad ties,
You can't always trust your ears and eyes.

Never hop a freight, for nothing quite heals
The wounds received under grinding wheels.

Never on a hot or sunny day
Sit beneath a railroad car to rest or play.

Never crawl under a car of freight,
When the crossing's blocked—play safe and wait.

Never board or alight from a train that is moving,
Accidents daily its dangers are proving.

Never play games around the tracks at the station,
There are much safer places to seek recreation.

Never a railroad bridge should you cross,
A train may come and result in your loss.

Never pick up coal around the railroad yard,
A train may catch you off your guard.

Another effort along the same lines of prevention is being made by the larger eastern railroads. Practically each road has a general safety agent, a man of good official standing, well paid, whose duty it is to go about from place to place and lecture on this topic, using lantern slides and motion pictures, besides which he acts as a publicity agent with the newspapers and other news distributing agencies. Still another effort along a different line is illustrated by the fact that one large eastern road employs 700 special policemen. This road alone receives on an average claims amounting to $35,000 a year for account of injuries to trespassers.

I have not said very much about conditions in and about Worcester, for we have been very fortunate as compared with many other parts of the country, due partly to the elimination of the southern grade crossing and partly to the strict police watch maintained by the railroads on the right of way and in the freight yards. The watchful eye of Providence has had a lot to do with our good fortune, although there have been many narrow escapes with quite a number of serious injuries and a few deaths. Our citizens and our children are, however, not always going to stay with us and I want to get the impression firmly planted in the minds of the children in particular that no matter where they are they must keep before them this advice:

KEEP AWAY FROM DANGER AND REMEMBER THAT THE LONGEST WAY ROUND IS THE SHORTEST WAY HOME TO FRIENDS AND PARENTS.

It has been found that accidents to trespassers are more or less related to certain conditions involving traffic density, number of tracks operated, and where the right of way is a direct line of travel between two centers of population. Local conditions also have an important bearing particularly where country roads are bad, the railroads affording a more direct and better pathway for foot travellers. The proximity of schools must also be considered as well as industrial and mining districts, where trespassing is so common. A notable feature in connection with trespassing, which by the way, according to Interstate Commerce report, seems to be increasing from year to year, is that this is the only class of railroad accidents where the number of deaths exceed the number of injuries, the latter being, as a rule, the loss of limb or limbs which is almost as distressing as death. Through this active campaign of publicity with the co-operation of the Press it is hoped that members of the various legislatures guided by public opinion will find an effective remedy that will reduce and eventually prevent the use of railroad tracks as highways.

All of the comparisons given above between conditions in America and Europe are affected, of course, by the greater railroad mileage in our own country, but at the same time many of these foreign roads have a more densely populated and congested territory to operate in than we are liable to find in America. The truth of the situation is, however, as I have tried to show, that European law absolutely prohibits trespassing under these conditions, and therein lies the greatest factor in considering the comparison.

Finally, I believe that there are two things that will be great factors in stamping out the trespass evil and its awful results in the United States when that powerful but now sleeping giant, the American public, awakens to the seriousness of the problem. These two things are Education and Legislation.

Andrew O'Connor, Sculptor

A Glimpse Into the Life and Achievements of This World Famous Genius, Who Was Reared in the Heart of the Commonwealth and Whose Native City Will Soon Have One of the Best Examples of His Skill on the Proposed Spanish-American War Monument

IN the monument to be erected by Spanish-American war veterans on the triangular plot of ground facing the State armory, Worcester will have a fitting memorial to the genius of Andrew O'Connor, the world famous sculptor. It is altogether fitting that Mr. O'Connor should be represented in the home of his childhood by one of his masterful sculptures; and the veterans are to be commended in choosing this renowned artist for the important task of perpetuating in bronze, the heroic service of the American soldier.

Big in theme, as are all of Mr. O'Connor's creations, the monument will be that of a soldier in service uniform, following the same rugged style employed by the artist in his figure of General Lawton, a khaki-clad figure on the firing line, sword girded and helmeted. Work has already begun in the artist's studio at Washington and should be finished by May, 1916.

Mr. O'Connor was born in Providence during a visit of his parents to that city. It was in Worcester, however, that he was brought up. Here he made intimate friends of boys, who, since coming to manhood have been proud to claim his friendship. In his earlier school days, which were passed at the Freeland street school, he was very quiet and never indulged in the games and the boisterous sports of other boys. Love of nature, out of door life and animals was one of his early characteristics, and one of his amusements while a very young boy was canoeing. At his home he had a collection of pet ducks and these he would take over to the pond every time he went canoeing. Strings fastened about the necks of the ducks kept them from getting too far away from him and incidentally caused members of his family to accuse him of cruelty. This was not the case, however. The boy was a great student of form, a fact which is since noted in his virile sculptures; and his love for art prompted him to take every possible advantage of opportunities to study the animal and fowl life about him.

His taste for drawing developed early. All through the grades at the Freeland street schoolhouse he was held up as a model to the classes that came after him. At that that time he had shown no desire to model, but confined himself to drawing. While in the lower grades he began attending the evening drawing schools and from this point his proficiency was notable.

Mr. Andrew O'Connor

At an unusually early age O'Connor went west with Wagner, a sculptor. This was in 1893, and the boy was at once thrown into the company of such men as Mac Monnies, Carl Bitter and Daniel Chester French, in the modelling of enormous figures for the great buildings of the World's fair. Mr. French is recognized today as America's foremost sculptor. He is represented in Worcester by the Harriet Burnside memorial fountain with its boy and turtle design in bronze. The fountain supplies water for thirsty horses at Salem square and is a distinct ornamentation.

In association with the famous sculptors mentioned, O'Connor was fired with ambitions to become a great master in the creation of figures in bronze and marble. It was the awakening of an hereditary love for art, for his father had years before carved his name in the hall of honor through modest sculptures.

Carl Bitter recognized the latent genius in O'Connor through his splendid assistance in modelling, and took him into his own studio. One of the first figures he ever modelled was the head and bust of an Indian squaw, and through the years of patient devotion to his art that have passed since that eventful commission was completed, O'Connor has given the world lasting monuments of an art which will endure throughout the ages.

With the dreams of his youth unfolding in wondrous realities before his master touch, O'Connor plunged into his art with all the fire and enthusiasm of youth. Mr. French became interested in the prodigy and took him into his studio at New York where he remained for eight years polishing away the crudities of touch and shaping the perspective of form and feature. It was after leaving this master that he opened an atelier of his own in MacDougall alley, New York.

Two years in England followed his life in the atelier in New York before O'Connor began the work that really made his fame. This was the carving of the doors of St. Bartholomew's church in New York. The work was done in collaboration with Mr. French, for Mr. O'Connor was then a practically unknown sculptor, to whom such a commission would not be intrusted. He won the credit after the work was completed, however. The actual carving was done by the father while the boy modelled, supervised and dreamed.

At this time also the statue of General Lawton was done

and has since been proclaimed one of the strongest pieces of work in the United States. Three other figures done several years previous to this splendid statue, serve to show the marked intolerance of conventionality that

A Marble Group by O'Connor
In the Corcoran Gallery of Art, Washington, D. C

characterized his work from the very start. The most striking is the conception of justice, represented as a naked man, bonneted, stark, brutal and relentless. This is in opposition to the conventional blind goddess in classic robes, so long accepted as the ideal figure. Another of Cain and one of Eve have the same unconventional characteristics.

Among O'Connor's recent achievements, two important works are the marble group in the Corcoran gallery of art, Washington, D. C., and a study of Lincoln's head for a statue to be erected at Springfield, Ill. The reader will obtain a splendid idea of the Lincoln head in the illustration with this story. It will be noticed that O'Connor works with a great, rugged depth of feeling, modelling his figures with an impressive strength of character. The master in sculpture sees things in massive, solid form, overlooking the detail which creeps into an oil painting and so completely into a photograph. It is this ability to present form in its rugged strength which characterizes genius.

In the marble group here reproduced, one gets another view of the sculptor's execution. His mastery of anatomy stands out from every well moulded line, every muscle in the splendid form of the seated male figure. The crouching form of the female companion with its graceful contour, the well rounded lines of nude body and the whole attitude of obedience to a master will, is in striking contrast to the other.

Mr. O'Connor is now living in Washington, where he has opened a studio and will complete the commissions, some of which were begun in France. In Paris he was a familiar figure in art centers and was hailed as one of the greatest sculptors of the age. He conducted an atelier in the Boulevard Garibaldi, but later went outside the city walls where he took over a house in Clamart, department of the Seine. Influenced abroad by Donalette and Rodin, it is likely that these two men will remain his idols throughout the years.

When the war broke out Mr. O'Connor finding his efforts hampered and the certain freedom of atmosphere gone from the French artists about him, closed his home and sailed for America. His return to the land of his birth marked an epoch which art lovers will always regard as one of importance. It was this piece of good fortune for the war veterans in Worcester, which made it possible to place the commission for the soldier's monument in the hands of so noted an artist. Mr. O'Connor has always cherished in his heart a great love for Worcester, and he declares that he will bend every effort to make the memorial one of the best achievements of his career.

An appreciation of the artist as given by Maurice Guillemot, a Parisian authority on art, is worth a final

Study of Lincoln's Head
For a Statue to be Erected in Springfield, Ill.

tribute to the man. "One finds in his work," says the writer, "no literal copying of the model, no modelling from nature, but, on the contrary, a sort of superb augmentation, a lyric exaggeration of strength in reserve, a certain majesty which is the result of harmony and combination. He has outlived all the influences of his early period and has succeeded in realizing his personal conceptions. Living in the inevitable environment of Rodin, toward whom his temperament draws him, he will develop still greater capabilities. Venice in Voltaire's story played the host to kings. Paris even more willingly offers hospitality to artists. It is the Mecca to which they all come, and if talent confers naturalization, the strong master of whom we have written is really worthy of that honor."

This tribute was written some years ago and in the interim, Mr. O'Connor has marched steadily forward in the course of fame.

The New Municipal Golf Links

Worcester Joins the Ranks of Progressive American Cities and Provides a Modern Golf Links for Her Citizens Where They May Play This Ever Increasing Popular Sport Without Cost—A Notable Example of the Worcester Spirit in 1915

ESTABLISHED primarily with a view of affording recreation to those people of Worcester who are unable to belong to clubs, the free public golf links on Lincoln street not only serve to mark a highly progressive step in the civic life of the city, but place it in the front ranks of cities that have acted to solve the public amusement problem.

The man of small means may play golf at the Lincoln street course at little or no expense. The new golf course places that fascinating sport within the reach of every person. Through the generosity of the city and the activities of the park commissioners it is theirs to enjoy to the utmost. At the present time 500 people in the city of Worcester have an opportunity to enjoy golf. The city has a population of approximately 170,000. If 500 play golf because they can afford to, the park commissioners have stated that they feel the other 169,000 would play golf if they had the chance.

It is conservatively estimated that those who belong to clubs and enjoy golfing privileges through membership do so at an expense varying from $50 to $500 a year. Yet, by the action of the city council in following out the suggestions of the parks commissioners, this form of recreation and amusement, hitherto available largely to the man of means, is placed within the reach of every person in Worcester at a cost so small as to be of no importance.

The free golf is to be played on the old Worcester country club grounds. A lease of the grounds has been taken by the city and the parks commissioners will have direct charge of putting the grounds in shape and will supervise all playing at the course. At a recent meeting of city council, members, acting on the unanimous recommendation of the finance committee, passed an order providing for an appropriation of $2000 to cover the lease of the grounds and to put them in first class condition for playing.

According to present plans tentatively drawn up by the parks commissioners, there will be a limited number of golf clubs for use of patrons of the links. Golf balls will be sold at cost. Later all playing equipment may be furnished free of charge, but this is an impossibility for the present, although the commissioners are sparing no effort to place golf, hitherto the sport of the rich man, within reach of everybody at a minimum expense to the person enjoying the game.

Worcester is among the few cities in the world providing free golf. In New York grounds are set aside for use of the public. Philadelphia, Hartford, Boston, Chicago and Buffalo are among other cities which have taken up the free golf idea with enthusiasm and pushed it along with vigor until thousands of people are enjoying the game free of cost. England and Scotland have their free public golf courses the finest, perhaps, being Westward Ho and St. Andrews. Worcester's links, it is said, will compare favorably with the broad expanses of Scotland and England that are given over to the use of public for golf matches.

The parks commissioners had considered laying out a golf course at Green Hill Park at an estimated cost of $25,000 or $30,000, but this idea was abandoned in view of Mayor George M. Wright's wish for rigid economy. It was with reluctance that the commissioners abandoned this plan, for they had seen and heard enough to convince them beyond the shadow of a doubt that Worcester

A Few Pointers

A Long Drive in the Forbes-McGillicuddy Match

people desire free public golf. Then a member of the commission conceived the idea of leasing the old country club grounds. It was found that this could be done at a very moderate cost. City council lent hearty support to the plan, and it was worked out smoothly to a successful completion.

The grounds are now being put in shape under the direction of experts. The greens, despite disuse, were found to be in fairly good condition. With a little work and attention the parks commissioners believe that the free links will be the equal, if not the superior, of many private golf courses in the country where club members enjoy the thrilling uncertainty of the game at a considerable burden of expense. The clubhouse is undergoing repairs. Patrons of the links will be privileged to rent lockers. Shower baths will be provided and those who enjoy the free links will have every privilege that is accorded members of the exclusive golfing organizations of the United States and Great Britain.

"Our wish is to make the course free to all," say the parks commissioners. In this sentence the commissioners epitomize the basic principle underlying all their activities to privide the people of Worcester with clean, healthy amusement at a cost so small that it should be within the reach of everybody. The clerk or the shophand is not only besought as a patron of the links, but is urged to make the freest use of them. The links are for the working man, his to enjoy to the utmost. The free and easy democracy of the baseball game, where all meet on equal terms, is to be found at the links. King Edward once facetiously remarked: "All men are equal on the turf or under it." So it will be at the free public golf course.

That all who desire to learn the intricacies of the game to the last detail may do so, the parks commissioners are considering a plan to provide for expert instruction. It is not the intention of the commissioners this year, at least, to pay a fixed salary to an instructor. They propose rather that an expert golf player shall be at the links and make whatever arrangements he may be able to with patrons in giving them instructions that will improve the technic of their game and increase their skill.

Members of the city council have shown a cooperation in the matter that has been most encouraging to the parks commissioners. Recently Councilman Cornelius W. Corbett sounded the keynote of a plan which will without doubt meet with much favor. Councilman Corbett proposes that a direct appeal be made to the shopworkers to use the links freely. He urges shopworkers to make free use of the links.

Another suggestion offered by Councilman Corbett, and one that is likely to find favor with golf enthusiasts, is that teams be selected from each of the 10 wards of Worcester to be entered in a tournament. There is nothing, in the opinion of Councilman Corbett, that will be more effective in arousing interests in the links to the highest pitch, than an introduction of the element of strong, healthy competition into their use.

During the winter scores of employes of shops, offices and other places find relaxation, amusement in bowling leagues in which many teams are entered. The suggestion is offered by Councilman Corbett that these workers, so fond of competition and exercise, be offered every encouragement for a golfing league for competition.

In a statement issued by the parks commissioners, members say that as nearly as they can ascertain, Tatnuck country club spent $200,000 on its property, and the nine holes are considered by many to be inferior to the course laid out at Lincoln street and used for years by some of the leading exponents of the game with a high degree of satisfaction.

It is further estimated by the parks commissioners that the Worcester country club will have expended fully $300,000 on its new property on Lincoln street before the work is completed. This expenditure will be for the enjoyment of only a few, the commissioners point out, while for the comparatively small sum of $2000, more than 169,000 will find free golfing privileges within their reach, with no club dues to pay and practically no expense to bear.

On the Green

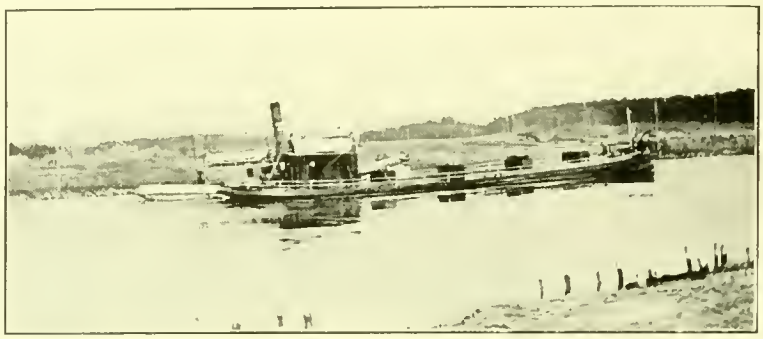
Every member of the board of parks commissioners indorsed the project over his own signature before city council was asked to appropriate the money. Since the money has been set aside, every member of the commission has been giving unsparingly of his time and labor to insure the success of the plan to the highest degree.

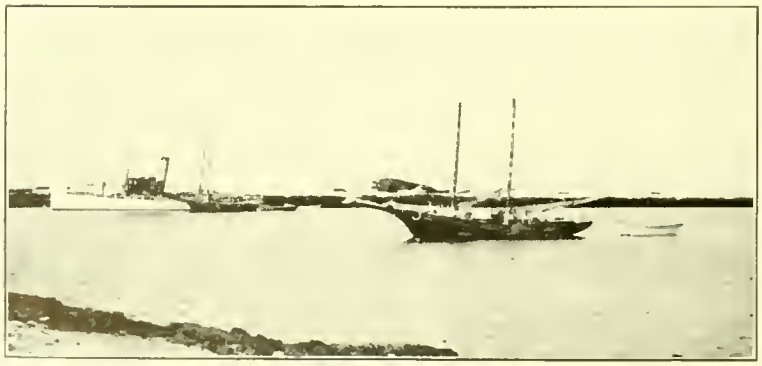
Of the success of the plan the parks commissioners have no doubt. They believe that the people of Worcester, the people of average means, will enjoy the game if given an opportunity to do so without the usual heavy burden of expenses being imposed upon them. The commissioners believe that the people of Worcester, the large majority of them, will show their appreciation of the links and work as a body to make them a strong, permanent and flourishing feature of outdoor recreation.

"The royal game of ancient Scotland" has secured a phenomenal grip on the people of the United States during the past decade. Its popularity is growing steadily. That more are not playing it is due to the heavy expense which one must necessarily incur if he belongs to a club. With this burden of expense removed, through the free links, the commissioners look hopefully forward to the production of champions and a place of high prominence for Worcester in the golfing world.

The Cape Cod Canal

Scenes Along New Water Way To Be Visited by Chamber of Commerce on Annual Outing
June 17, 1915





New England—1920

Movement for the Appointment of a Commission to Study and Report on an Appropriate Celebration of the 300th Anniversary of the Landing of the Pilgrims as Launched in This City Under the Energetic Direction of Rev. John L. Sewall Bears Fruit

HISTORIC occurrences are about to be commemorated in the rich traditions of New England. The anniversary of a notable period is almost at hand. Three centuries ago at this time the thoughts of that steady band of English pioneers destined to share in the beginnings of a new world, who were as intrepid of heart as they were positive of creed, were beginning to turn westward.

Events were making which were to result in the sailing of the Mayflower a few years later on its venturesome voyage across the mystic Atlantic. It was nearing the era of 1620, when the hardy Pilgrim fathers were to dare the rigors of a "stern and rock-bound coast" in the name of religious freedom.

Five years hence the descendants of that Pilgrim band and those who now inherit the land which the Pilgrims first sighted from the deck of the wave-tossed Mayflower can stand on Plymouth Rock and look back in their mind's eye from the three hundredth mile-stone in New England and American history. They will be assisted in measuring the progress that has marked the intervening three centuries by an anniversary celebration which will embrace all New England in its scope and into which the entire country can rightly enter.

Already the movement to celebrate "Plymouth Rock Year," the 300th birthday of New England, the notable and historic year of 1920, is well under way. Originating in Worcester three years ago, it took shape under the guiding hand of the old board of trade, now the Chamber of Commerce. To this body the suggestion was presented by Rev. John L Sewall, pastor of the Lake View Congregational church, in the spring of 1912. Rev. Mr. Sewall has been an earnest advocate and worker for the tercentenary celebration from the first.

At the present time, the Commonwealth has formally taken note of the movement and has recognized the importance of the anniversary. Acting in accordance with the Governor's message, a resolve has been passed by the Legislature authorizing the appointment of a New England Tercentenary Commission, made up of seven residents of Massachusetts.

This commission consisted originally of Former Governor Curtis Guild, since deceased, Sherman L. Whipple, a well known lawyer of Boston, Former Mayor James Logan of Worcester, Rev. Dr. Albert E. Dunning of Boston, former editor of the Congregationalist, Ralph A. Cram, the Boston architect, Denis A. McCarthy, poet and journalist of Boston, and Arthur Lord, of Plymouth, president of the Pilgrim Society of America.

Broad, New England-wide plans are in the minds of these men, who are preparing a practicable method of celebrating the far-reaching event which occurred 300 years ago, in 1920. Massachusetts naturally must be the center of interest throughout the celebration; but ramifying from its famous Plymouth Rock must and undoubtedly will extend cords of common interest to every other State in New England—indeed to the furthermost city, town and homestead in this corner of the United States.

It was a new England which the Pilgrims founded, as well as a Massachusetts Bay colony; and it will be a New England celebration, as well as a commemoration of what happened at Plymouth Rock on the historic coast of the old Bay State.

For this reason the other New England States will be invited and urged to take part. Special provision to this end has been made in the resolve adopted by the Legislature of this State. It seems proper to expect that the other State Legislatures will authorize the naming of similar commissions. The general proposition is to set the six commissions working together in planning a proper and memorable commemoration of so important a happening. The ultimate end sought is the creation of a wide-spread spirit, throughout the length and breadth of New England, which will enlist all local communities in the observance of the tercentenary year.

This historic period of 1920 will be, if possible, established as a New England old home year. All through the year, but particularly during the summer, New England will call home her thousands of sons and daughters and their numerous descendants, now scattered through the teeming population of the nation.

Realizing that a short-lived celebration will fall as far short of crystallizing the memory of the Pilgrims and what they did just as truly as will one that is strictly local, or a series of merely local affairs in different centers, various broad plans are being diligently considered for keeping the whole year more or less as a red letter era and including New England as one big unit in whatever is carried out.

A program of keen interest will take place at Plymouth Rock. That is to be expected. There is also talk of a huge New England exposition, perhaps in Boston. That also is what might naturally be looked for.

But every New England community has possibilities of its own in the way of tercentenary expositions during that year. This is the thought that the commission is striving to bring to the front. The history of each city, town and village is to be fair material for historical, industrial, agricultural and educational expositions and pageants. The idea is to show how the history of each place is related to the coming of the Pilgrims, and to reckon the time of all local beginnings from the momentous landing at Plymouth Rock.

That is the proposal as far as it has gone. The submission of a definite tentative plan to the Legislature and the proclaiming of the plan in detail with suggestions to all New England communities is the present stage of the general preparations. Much has been accomplished since the proposal was first made. The time is rapidly approaching when the loyal interest of every New Englander will be the important consideration to make possible a year that shall draw the attention of all the country to New England's historical traditions.

From the day on which Rev. John L. Sewall first laid

the tercentenary celebration plan before the old Board of Trade to the present time the project has appealed to men of standing throughout Massachusetts and New England. Rev. Mr. Sewall may not have been the first to realize the rapid approach of the tercentenary year, but he was the first to actively espouse its commemoration.

In the spring of 1912 he introduced the matter at a meeting of the directors of the Board of Trade. That body promptly asked the statistics and information committee to take up the question. The statistics and information committee did so, and after hearing Rev. Mr. Sewall's suggestions more fully, recommended the naming of a special committee to prosecute the subject.

This committee was appointed as recommended. It comprised five men—Former Mayor James Logan, Dr. G. Stanley Hall, president of Clark University, Dr. George H. Blakeslee, professor of history at the university, David H. Fanning, and Rev. John L. Sewall. Later, through the inability of Mr. Fanning to serve, President Edward M. Woodward, of the Board of Trade, was appointed in his place.

From the outset this committee of five recognized the importance of 1920 to all New England. This was in fact always the primary motive in the minds of the committee.

The committee's first action, therefore, was designed to pave the way for interesting all the other New England States. A midday luncheon and conference was called on November 16, 1912, at the State Mutual restaurant to discuss the project as a whole and to hear the views of leading citizens of all the New England States.

Invitations to this luncheon and conference were sent to about 70 men of prominence in New England, including college and university presidents, presidents of historical societies, business and professional men. About 25 were present, nearly all the others sending letters of regret, but expressing their hearty interest in the plan.

The Mayor of Worcester welcomed the gathering, and during the conference which followed the luncheon an opportunity was given for as many to speak as the time allowed. Those who made remarks without exception commended the idea. It was then decided to ask D. Chauncey Brewer, president of the North American Civic League for Immigrants, to act as chairman of a provisional organization and to request Rev. Mr. Sewall to serve as secretary.

In the following January the provisional committee met at Boston, created a permanent organization and adopted a constitution. The general organization was divided into State committees of three, with power to increase their size. The organization also began issuing bulletins stating what had so far been accomplished and what it was proposed to do further.

Up to this time suggestions of a general character had been the only ideas put forth as to what should be done during 1920. The original committee of five drew up a statement of this sort in which it proposed five methods of commemorating the year.

These were by exhibits, pageants and expositions showing the industrial growth of New England, the agriculture of New England, the educational and literary history of New England, the civic and political history of New England and the progress of humanitarian and social movements in New England.

The [illegible] plan, following Rev. Mr. Sewall's early sugg[illegible] [illegible]nded that all New England shrines of historic significance should be made centers of vivid interest during 1920 and that collections should be made of every possible living and true original in articles and documents of note in New England history, rather than mere facsimiles.

Associations and individuals interested in research and historical societies, educational, literary and humanitarian workers, and the historical and commercial interests of New England will eventually be appealed to as the natural agencies to take the initiative in planning the commemoration in all parts of the New England group of States.

The constitution adopted by the permanent committee on organization contained the suggestion of the recalling of early settlements, the placing of markers at historic spots, reunions in which former residents could take part, pageants, exhibitions of local industries, demonstrations of undeveloped resources and of future possibilities and the completion of commemorative public works.

As soon as a permanent organization for bringing about a celebration plan was matured, the committee sought to interest the Commonwealth. To this end, Governor David I. Walsh was interviewed, just before he took office, by Hon. James Logan and Rev. John L. Sewall, secretary of the committee.

They found the Governor interested in the idea. He saw its significance and its worthiness. He agreed at once to give it his official approval upon taking office.

In fulfillment of his promise, the Governor in his inaugural message made the following recommendation on this matter:

"An organization of public-spirited citizens has taken the initiative for a tercentenary celebration in 1920 of the establishment of the first permanent settlement at Plymouth. This movement should receive the heartiest approval of all our citizens, and it seems proper that the Commonwealth should take some official action, recognizing the importance of this coming anniversary, providing for the consideration of its adequate and fitting celebration by a commission of citizens representing the historical, industrial, commercial, agricultural, educational and civic interests of New England."

The tangible outcome of this step was the introduction into the Legislature of 1914 of a resolve and petition for the appointment of a commission. The resolve, as finally proposed to the satisfaction of all parties concerned, called for a commission of seven citizens, to be known as the Pilgrim Tercentenary Commission, and to have charge of devising a general plan of celebration for 1920.

The resolve was passed by the Legislature of 1915, having suffered a legislative setback of a year. The commission, which has so far held one meeting, has been required to present its report to the Legislature, the Governor and the executive council not later than January 10, 1916.

The present state of the movement is therefore concentrated in this commission of seven, which is working out a proper, definite and comprehensive plan of celebration. The commission has been retarded in its work by the sudden death of its chairman, Former Governor Curtis Guild, whose place on the commission at the present time has not yet been filled by the Governor.

As soon as his successor in the chairmanship is named, however, the commission will get down to work. It is certain to have its report ready in time for presentation. Thereafter it is planned to give the program as mapped

out and approved by the Commonwealth, the widest possible promulgation throughout the State.

Meanwhile the permanent committee of interested and public-spirited citizens, with its representatives in every New England State, is seeking to interest all the other Commonwealths of New England in the proposition. The purpose of the committee is to secure the officially of the other States in the New England group, just as has been accomplished in Massachusetts. This, it is believed, will not be difficult to do. It was fitting, however, that the first formal action by a State Legislature should be taken by that of the old Bay State, about which will cluster the nucleus and the heart of the entire celebration.

In its constitution, the permanent committee points out that the world is indebted to the founders of New England. Something more than a mere migration from one continent and one hemisphere to another took place when the Pilgrims landed on Plymouth Rock on that bleak fall day of 1620. It was the setting up of a new principle in human affairs, the principle of human liberty and of free institutions.

A similar thought is expressed by the Pilgrim Magazine, a publication issued from Boston expressly in the interests of the celebration of 1920. In an editorial utterance of recent date, this magazine says that there should be a celebration that will show adequately to the world what New England has accomplished. The record, everyone will admit, is a glorious one.

It will be in substance the 300th anniversary of the American nation, in the words of the Pilgrim Magazine. "This year 1920, so soon to come," the magazine continues, "possesses a greater significance and a grander importance than any merely local anniversary. It is a year which should be celebrated not only in New England but throughout the length and breadth of the Union. And in what way could this be better or more fittingly accomplished than by having New England invite the millions of people in other States and of all lands to visit us and here to witness the strength and vitality, the progress and the greatness, the attractions and the possibilities of the cradle of the United States of America!"

Men of recognized caliber in each of the New England States have already give the project their unqualified approval. In Maine, Hon. James Phinney Baxter, of Portland, president of the Maine Historical Society, has spoken. In New Hampshire, President Emeritus William J. Tucker, of Dartmouth, has declared himself.

Vermont's advocates of the plan are Gen. Theodore S. Peck, of Burlington, and Redfield Proctor, of the Vermont Marble Company, of Proctor.

The sentiments of Rhode Island have been expressed to a large degree by Hon. William H. Sweetland, justice of the Supreme Court, and Stephen O. Metcalf, president of the Providence Journal Company. The spokesmen for Connecticut are Rev. Dr. Samuel Hart, president of the Connecticut Historical Society, and George A. Parker, superintendent of parks of Hartford.

What the Old Bay State thinks of the plan is best shown by the action of her Legislature, already described. In addition, however, Hon. Samuel B. Capen, of Boston, James P. Munroe, of Boston, and Gen. Francis Henry Appleton, of Peabody, president of Essex Institute, have expressed themselves in favor of the proposed commemoration.

It will be strange if such a celebration does not conjure up once more in potent vividness the spirit of the old Pilgrims of three centuries ago in their integrity, their valor, their moral courage, their Godliness and all that was best in their characters.

The Jitney

A Report from the Community Standpoint Rendered by a Special Committee of the Oakland Chamber

"THE jitney from the community standpoint"; its origin and reason for being; how it operates; present effect; probable future; and a complete survey of the community's interest in this new transportation scheme, is covered by an exhaustive report of a special Transportation Committee which has just been approved by the Board of Directors of the Oakland Chamber of Commerce and Commercial Club consolidated. This Committee, of which Stephen E. Kieffer, consulting engineer, is chairman, and of which the other members are J. H. L'Hommedieu, landscape engineer, and M. R. Sherwood, manager of the Sunset Lumber Company, made inquiries and an investigation throughout all the principal cities in the United States. The report is based upon that investigation.

The investigation was undertaken because it was believed that the dominant party at interest in any change of transportation units is the community, and that is covered by the opening paragraph in which the Committee says: "In all of the controversies and hearings over the jitney bus problem thus far, in the press and before legislative bodies, the positions taken and the views expressed have very naturally been those of the interested parties from their immediate viewpoint—on the part of the street railways to protect their income and investment; on the part of the jitney owners to establish a business; and on the part of the traveling public to consult only its own temporary fancy, prejudices or convenience."

In another paragraph the Committee asks: "Have we now reached the point where the electric trolley car is to be rendered obsolete and be superceded by the independently owned and operated small transportation unit traveling on "rubber and air" and propelled by its own power plant? Is this a scientific advance in urban transportation, and an economic necessity demanded by the people? Will it result in still further increasing traffic range and the economic residence limit from the business centers, or if not extending these limits, will it add to the speed comfort or safety of the service within the present limits?"

The committee calls attention to the fact that in looking over the history of urban transportation we find the horse car giving way to the cable car, and the cable car (except under very special conditions) to the electric trolley car. There was an economic justification for each change which made it necessary and unavoidable. The wiping out of investments in the horse car, cable car, and earlier electric car lines and equipment, and replacement with the efficient and expensive modern equipment, had its justification in the accompanying social, physicial and financial development and improvement of the people and communities affected. It was

reflected in an increase in property values which greatly overshadowed the immediate investment in the transportation system destroyed.

Will the jitney do this?

It is quite conclusive that if the motor bus comes to stay, it will not be in the shape of the present jitney, and if the motor bus is to be the transportation unit of the future, it will supercede the electric car because it is economically right, and in doing so, it would justify the replacement of the present investments by enhancing the property values of the community.

This is the key note from the standpoint of the report. Will the jitney relieve congestion in apartment or tenement sections in the way that every city in America is striving to solve that problem, or will it only aggravate and increase the present difficulties? If it does not, what will become of the values beyond the two and one-half mile limit which the Committee finds to be the ultimate range of service of the jitneys? If the jitney weakens the present transportation system which draws the support for unprofitable lines serving the outlying districts from the section where traffic is densest, what does it mean to the property owner and the home owner in the suburbs of Oakland, and the American city?

The Committee believes that the jitney bus in a large measure is due to poor business, hard times, and the impossibility of men obtaining work of any kind. "Many of these men already owned small autos, or had saved money to buy an automobile and in this way they went into the jitney bus business. . . . For the present they are doing something for themselves and their families, their time is occupied and the nickels they take in enable them to eat at the expense of their autos. In other words, the jitney driver is living upon his capital, or the capital of some one else, because the income is not sufficient to provide for his living, and the necessary operating expenses, plus fixed charges and depreciation."

The Cost of Operation. Extended investigation of the Committee showed them that the average jitney travels 137 miles per day with a car mile income of 5 1-2 cents. Considering depreciation and cost of operation and allowing $3.00 to the driver, it was found that even the smallest jitney could not run for less than 7 cents per mile. This emphasizes the fact that most drivers are living at the expense of their auto bus and on their capital rather than on their incomes.

Effect Upon Securities. Investigation of certain standard traction bonds in California with a par value of $107,422,000 showed a shrinkage from December 1914 to March 1915 of $8,887,000 or about 8 1-4 per cent.

The ultimate effect of this is appreciated by anyone who considers that over $60,000,000 worth of California electric railway bonds are held by savings banks and local investors in California, or in other words, by home people. $430,767,703 in outstanding stocks and bonds was the total for thirty street railroads on June 30, 1913.

Effect Upon the State and Municipalities. The State receives 5¼ per cent. of the gross income of street railways, and the total tax paid on gross income amounts to about 12 per cent. This means a total loss to the public on principal lines of the States $300,000 per annum, aside from the other form of taxation placed by the public upon street railways in the building and maintenance of that portion of the street occupied by the roadbed.

Effect Upon Streets. It was found that in London where the motor bus has attained its greatest prominence, the fact was brought out in a hearing before Parliament that whereas the cost of maintaining a certain road surface prior to the advent of the motor bus was 6.483 d. per square yard, it was increased to 13.403 d. after one year of bus traffic, or slightly over 100 per cent. In this case it was the public—or in other words, the Middlesex County Council—appearing in its own behalf to demand relief from a new burden of taxes imposed by the bus traffic.

Congestion in Streets. During the rush hour from 5 to 6 p. m., the average number of passengers transported in the 5-cent limit from the business center of Oakland (a length of 3 blocks on Broadway) is 113,000. Approximately 13 jitneys would be required to give the same carrying capacity as one street car. In Oakland, to handle the above traffic requires 234 cars with a headway of 15 seconds. To move the same traffic with jitneys at 15 to 1 would require 3,000 cars.

The logical conclusion from the Committee's report is that if the public continues to support the jitney, and thereby weakens the street railways and ultimately puts them out of business, they must expect a zone system of fares, because the small jitney cannot operate over a much longer route than three miles at a profit. The American cities have religiously fought the zone system on account of the destruction of property values and the congestion of population.

American Trade with Russia

That the present situation promises well for a closer relation between manufacturers in the United States and the Russian Empire, is indicated today by George C Taylor, President of the American Express Company in announcing the extension of the company's activities to that country by the appointment of Edward F. Wales-Smith, for many years traffic agent for the express company at Paris, France, as Commercial Agent at Petrograd.

"Our present step in this important field," said Mr. Taylor, "is taken after full conference with the Honorable C. J. Medzikhovsky, Commercial Attache of the Imperial Russian Embassy in the United States. Our plans not only have his cordial approval, but are distinctly in harmony with his earnest desire to stimulate the interchange of traffic between the United States and Russia by improving the conditions under which such transactions are handled.

"Already the undercurrents of trade point to new and well defined connections between the commercial interests of Russia and our own country and in view of the cordial feelings which have always existed between the two governments, the time seems expedient for progressive action on our part.

"To further the mutual enterprises already existing, and to reinforce the activities of our representatives at Petrograd, we are sending A. C. Spencer of our Export Freight Department, New York City, to Russia on May 22nd, with instructions to visit Petrograd, Libau, Riga, Moscow, Archangel, and other Russian cities for the purpose of placing Russian importers in touch with American suppliers and to put in operation arrangements that will simplify the methods now employed in shipping between the respective countries."

Our Third Annual Outing

AS the WORCESTER MAGAZINE for June goes to press the arrangements are nearing consummation for the third annual outing of the Worcester Chamber of Commerce. Inaugurated two years ago literally with fear and trembling these affairs have come to be the one big red letter day of the year of the tired Worcester business man.

Western organizations have pilgrimages of this kind of which they are inclined to boast much, particularly if two or three hundred of their members go along. Their celebrations, however, always have an ulterior motive, they chase the elusive dollar even amid their pleasurings. Far be it from a practical hard headed business body like the Worcester Chamber of Commerce to throw stones at any group of men engaged in these unworthy days in the laudable task of making money, but we feel here that on this one day at least we ought as an organization to lay business aside and just be boys again. So we do not call these jaunts of ours trade extension tours and they are not. They are just the one time in the year when every man in this body puts into cold storage his pet grouch and fad and hammer and unites in the swelling diapason of boosting Worcester, the livest city east of Buffalo in these good old United States.

This organization has done a splendid work in and for this city during the past twelve months. Last August you could cut the atmosphere in Worcester with an axe. Great chunks of gloom filled every mercantile establishment, every bank, every manufacturing industry, every workman's home. The tariff hit Worcester hard and the war hit it harder still, but good old Doctor Pessimism hit it hardest of all. Thanks to the Worcester Chamber of Commerce, however, and the splendid resiliency of our citizenship who stuck by the job and by one another through dark day after dark day we are seeing the gloomy ides of November turn into the rosy glow of a bright new day of hope and promise and good cheer.

In March our bank clearings in Worcester failed to reach the mark achieved in the corresponding month of 1914 by $75,000. In April they only fell $60,000 behind. The figures for May show a material increase and from now on we shall be able to witness them mounting the financial gamut, not in fifths and sevenths, but by leaps and bounds.

There is not an idle mechanic in Worcester who will work and there are openings here for scores more if they are dissatisfied with their present locations. The majority of our machine tool plants have their entire output contracted for for months to come, in some instances even a year in advance. And this is certainly a time for celebrating for all of us.

Bunker Hill Day, the day chosen for our celebration, is one around which cluster the proudest as well as the most sacred of Massachusetts memories. It is the one day out of all the other days in the year in which Massachusetts men have reason to take pride, for on that day more than a century and a quarter ago their forefathers, rude and unlettered in the arts of war, met the flower of English army and compelled it to bite the dust in that age old struggle which is just now embroiling all Europe, the struggle to establish the right of the common man as well as the aristocrat to life, liberty and the pursuit of happiness.

There are days and days, but June 17 is Massachusetts day in the human calendar, and this Chamber of Commerce proposes to celebrate it fittingly in this year of our Lord 1915 by viewing the latest contribution poured into the ample lap of commerce by this Commonwealth.

We trust that our members and friends and guests will return from the celebration better business men, yes, but far above beyond that, more patriotic, more loyal and more devoted, prouder of their country than they ever were before, more determined to keep it free, noble and unafraid.

WORCESTER A QUARTER CENTURY AGO

June 1890

Opening of Purification Works

Sewage from the Mill Brook was turned into the new purification plant for the first time on June 25, 1890. Experiments had been in progress for some weeks previously to make sure that the new plant was in good working condition and that it could handle the sewage which it was intended to divert to it.

The construction of the plant was largely the result of complaints from residents of Millbury that unwholesome and unsanitary odors arose from the Mill Brook by reason of its use for the disposal of Worcester sewage. The State finally stepped in and ordered the building of the purification plant at a cost of some $300,000.

The turning in of the sewage was witnessed by Mayor Francis A. Harrington and a party of city officials. Further experiments were carried on as to the capacity and efficiency of the purification plant, which developed much interesting data. The plant gave thorough satisfaction from the start.

Light Infantry Anniversary

Bunker Hill Day, 1890, was the occasion of a celebration by the Worcester Light Infantry in observance of its 87th anniversary. The anniversary occurred on June 6, but the celebration was deferred in order to combine it with a celebration of the conflict with the British on June 17.

The active company paraded from the armory to the Common, being joined by the veteran association, which had previously held its annual meeting. On the Common a dress review of the company took place, witnessed by the veteran association and many spectators.

Afterwards there was a banquet at the Armory, with a program of after-dinner speeches.

The June 17th Regatta

Canoists, scullers and rowers from many places flocked to Worcester on June 17, 1890, for the annual regatta of the New England Amateur Rowing Association, which was held on Lake Quinsigamond. Those were the palmy days of water sports on the lake.

Thousands of spectators witnessed the races, which were held amid the finest kind of weather. Handsome trophies were offered the winners in all the events. Among the famous teams entered was a crew in the junior four-oared event representing the Atalantis Club.

An unusually large number of out-of-town competitors was present, and not a few of them carried away prizes.

Notable Anniversary Banquet

The Methodist Social Union held a largely attended banquet at Grace Church on June 23, 1890, in celebration of the first sermon preached in Worcester by a Methodist minister. That event had occurred 100 years previously on June 23, 1790. The preacher was Elder Freeborn Garrettson. A sketch of his life and a description of the occasion of his sermon was given at the 100th anniversary gathering.

Population of Worcester

Advance estimates were made on June 23, 1890, of the probable population of Worcester in the light of the Federal census of 1890. The census enumerators had just completed their work and were preparing their returns. Although their reports were sent to the government and no report was obtainable until the government returns were made public, those in a position to know figured that Worcester had 85,000 inhabitants, which later proved to be fairly close to the facts. Compared to the present population, the city is shown to have just about doubled in size within the last quarter of a century.

Resignation of Y. M. C. A. Secretary

General Secretary Samuel G. McConaughy, of the Y. M. C. A., tendered his resignation on June 1, 1890. He had held the post for several years with a high degree of efficiency, but an offer from the Y. M. C. A. at Duluth, Minn., to become general secretary there finally led him to sever his connection with the local association.

New Agricultural Building

Plans were made at a meeting of the building committee of the trustees of the Worcester Agricultural Society for the erection of a new agricultural building on the fair grounds to replace the building which was burned the previous January.

President J. Lewis Ellsworth, of the Agricultural Society, presided. The committee on building the new structure, of which Calvin L. Hartshorn was chairman, and Joseph C. Ellis, George S. Clough and A. M. Howe were members, with President Ellsworth as a member ex-officio, reported in favor of awarding the contract.

The bids had been opened and the committee reported that the bid of George Kingston was the most favorable out of the seven bids submitted. Mr. Kingston was accordingly awarded the contract.

Visit of Civil War Hero

General O. O. Howard, distinguished Civil War veteran, was a visitor to Worcester in the closing days of May, 1890, when he delivered a Memorial Sunday address to a large gathering of veterans of the city and citizens.

Resignation of Rev. J. F. Lovering

The members of Old South Church were surprised at hearing read to them the resignation of their pastor, Rev. J. F. Lovering. He had been pastor of Old South Church for ten years. His reason for resigning was chiefly poor health which had been increasing during the winter.

Worcester Chamber of Commerce
Worcester, Massachusetts, U.S.A.

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Traffic Manager
Joseph H. Lane

Assistant Manager
Henry A. Rousseau

The Bureau of Mercantile Affairs
William J. Conlon, *Secretary*

Current Events

General

May 1. New gymnasium of Y. W. C. A. formally opened at annual May breakfast.

5. Thomas M. Osborne, warden of Sing Sing prison, addresses audience of 1700 people in Mechanics Hall on Prison Reforms.

6. First public concert of Worcester Symphony Orchestra, under direction of Daniel Silvester, at Mechanics Hall, attracts 1500 music lovers.

11. United Divisions, A. O. H., give complimentary banquet to Judge Philip J. O'Connell at Bay State House, in honor of his recent elevation to the bench.

17. New Home Week celebration of Alhambra Council, K. of C., opens with attendance of 4000.

Rev. Dr. Amos P. Wilder of New Haven, former Consul General at Hongkong and Shanghai, addresses members of Congregational Club on China's future.

19. Over 500 Worcester County milk producers gather in Horticultural Hall and protest against Ellis Milk Bill, after which Governor Walsh, heeding this action, vetoes the bill as unnecessary legislation.

20. Commission form of government discussed at Economic Club dinner by Mayor James M. Curley of Boston, Mayor Frederick W. Donnelly of Trenton, N. J., and S. Hamilton Coe, clerk of Worcester Common Council. Election of officers for 1915-1916 results in unanimous choice of Hon. James Logan as president.

21. Church of the Unity extends unanimous call to Rev. C. E. Beals of Stoughton to become its pastor.

24. Dr. John C. Berry reelected president of the Worcester Chapter Sons of the American Revolution.

28. Seniors of Classical High School present first dramatized version of "Silas Marner."

30-31. Memorial Day formally observed by G. A. R. and kindred societies.

City Affairs

May 3. City Council authorizes Parks Commission to rent former Worcester Country Club golf links for public golf course and appropriates $2000 to defray expenses.

Legislative act fixing term of office of City Auditor at three years accepted by City Council.

4. Mr. Homer P. Lewis reelected superintendent of schools and salary increased from $4250 to $4500.

10. Lieutenant Walter N. Drohan selected for promotion to a captain of police by Mayor Wright.

F. E. Powers Coal Co. awarded contract to supply hard coal for Worcester court house and Oakdale training school.

Finance Committee of City Council recommends loan order of $80,000 for Asnebumskit reservoir development work.

19. Draft of April bills, as prepared by the City Auditor, totals $495,956.31, nearly $35,000 less than for corresponding month in 1914.

24. City Council appropriates $8000 for improvement of power plant at City Hospital.

26. Assessors announce Worcester's share of county tax as $163,861.

29. New municipal golf links on Lincoln street formally opened in presence of Mayor Wright and other city officials.

Industrial

May 1. Wyman & Gordon Co. increases capital stock from $300,000 to $900,000 by an issue of $450,000 7 per cent. cumulative preferred stock and $150,000 common stock.

3. Warren S. Shepard, of the Worcester County Institution for Savings, selected as manager of Worcester Morris Plan Company.

6. Elmer H. Fish, former director of Worcester Boys' Trade School, selected as supervisor of Educational Department of the Norton Company.

10. L. W. Pond Machine & Foundry Co. to add to its plant by occupying premises to be vacated by Parker Wire Goods Co.

A. B. Brunell buys Gem moving picture theatre at Quinsigamond.

15. Worcester Manufacturing Co. lease floor of new Osgood Bradley building and plan material development of plant.

17. J. W. Bishop Co. awarded three building contracts aggregating $225,000, viz: Carnegie Memorial Library at Wellesley College, $100,000; Boston & Worcester Street Railway Co. carbarns, $100,000; C. F. Wing Co. addition in New Bedford, $25,000.

18. Neal Rantoul, Boston, retires as director of Worcester Trust Co. after 12 years' service.

19. Morgan Construction Co. receive large orders for rolling mill machinery.

Necrology

May 5. Of heart disease, at his home, 210 West street, Thomas A. Leach, superintendent of Blackstone Valley division of Worcester Consolidated Street Railway Co., aged 62 years and 23 days.

8. Of old age, at his summer home in Princeton, Horace Wyman, noted loom inventor, prominent in the development of the Crompton & Knowles Loom Works, aged 87 years, 5 months and 10 days.

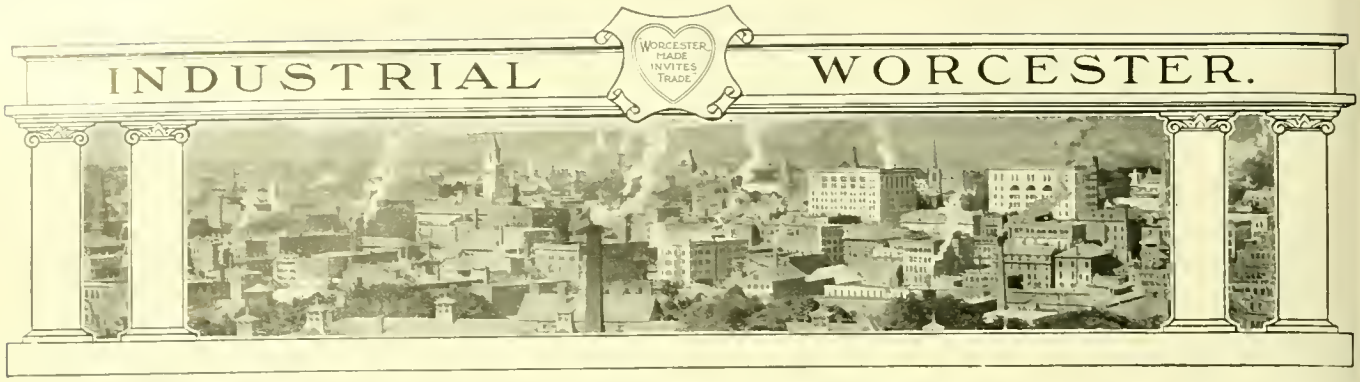
12. Of hiccoughs, at his home, 653 Main street, Francis A. Leland, veteran piano dealer of Worcester, aged 69 years and 19 days.

Of apoplexy, at his home in Chestnut Hill, Samuel D. Nye, former sheriff of Worcester County, aged 82 years.

17. Of heart disease, at his home, 103 Austin street, James B. De Shazo, boiler inspector and examiner of engineers and firemen of the Worcester Branch, Massachusetts District Police, aged 56 years.

19. Of grip, at his home, 1193 Grafton street, Rev. Dr. Robert J. Floody, founder of the Garden Cities Plan, aged 51 years, 8 months and 18 days.

24. At his home, 65 Windsor street, John B. Lepire, formerly Canadian passenger agent at Union Station, aged 74 years, 9 months and 14 days.



The F. E. Powers Co.'s New Offices

To keep pace with its growing business, the F. E. Powers Co., dealers in coal, wood and masons' supplies, has been compelled to seek larger quarters for its office and general headquarters. Having been located since 1910 at 551 Main street, the concern while in that office experienced a continued growth, and has now found that the press of business during the busy season for coal dealers makes more room expedient.

Exterior View of the New Offices

The new place is at the corner of Main and Federal streets, on the opposite side of Franklin Square from the former location. The new office is much larger than the old, allowing for a far more satisfactory arrangement of space.

It has the advantage of being placed on a conspicuous corner, easy to see for some distance away, and offering excellent opportunities for exterior advertising.

With three times as much floor space as it formerly possessed, the company has provided a convenient counter for customers to give orders, as well as a separate department and window for the payment of bills. Seats have been provided for the convenience of customers where they can wait for cars or stay while awaiting an appointment.

A separate closed office has been established for the presi[illegible] the company, and the office furnishings as well as the [illegible] have been renovated.

[illegible] that the need of artificial light has been [illegible] Being lighted on two sides, the office [illegible] gets dark. In several other [illegible] and economic use of space [illegible] advantage over the old.

With [illegible] business of this company has grown about [illegible] its growth has been steady, each year proving that for the corresponding months of the previous year there was a substantial and clear-cut gain.

From the start the most careful attention has been given to the goods sent out. The coal has been carefully prepared and great pains has always been taken in its delivery. The same has been true of the wood and of the various lines of masons' materials which the company handles.

It is to a considerable degree on this reputation for the close attention given to its commodities that the success of the business has been accomplished.

The late Frank E. Powers, who founded the concern, came to Worcester in 1888 from Millbury. He had been located in that town since 1877.

His first place of business in Worcester was on Southbridge street, where he opened a small coal yard and an office. During the first year he used three horses and delivered 3000 tons of coal. In 1890 he moved the business to Southgate street, and in that year his business had grown so that he used over a dozen horses and wagons.

An Interior View of New F. E. Powers Co. Office

It was found advisable for the accommodation of patrons to open a central office in 1910, and this was accordingly done, the office at 551 Main street, which has just been vacated for the present quarters, being opened. In that year, besides 30 men and 20 horses, the company was using a big motor truck for its growing business.

The yard at Southgate street was left at that location, but had to be enlarged at times as the business grew. Recently another new shed was built.

In 1909, shortly after the death of Mr. Powers, the company was incorporated with a capital stock of $50,000. The present officers are F. Lincoln Powers, president; H. S. Powers, treasurer; O. M. Wing, secretary; R. W. Cook, assistant treasurer. These officers comprise the board of directors.

The Jones-Mannix Co.

Among the several new establishments which Worcester's retail district has acquired through the erection of the new Park Building, the confectionery, soda, cigar and news store of Jones-Mannix Co. is one of the most attractive. It takes its place as almost a model store of its kind, presenting several

The Fountain in the Jones-Mannix Co. Store

new features which make for convenience, efficiency and comfort.

The store deals in a high grade of goods in all its departments, while its location at the corner of Main and Franklin streets, is one of the best. It has a large and modern soda fountain, with all the latest equipment, in charge of Charles Bogelin, of New York. The fountain is built of Italian marble

A General View of the Candy and Cigar Departments

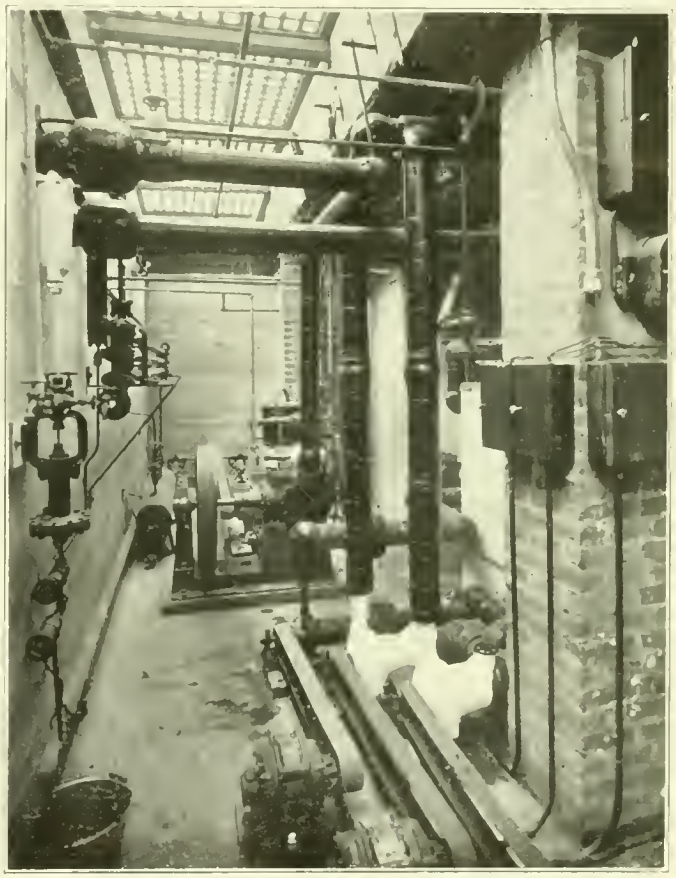
and is provided with cold storage chests and all the usual accessories.

Through an automatic refrigerator system, no ice is used for packing in the fountain whatever. Ice is only used in mixing the drinks. An automatic pump supplies the cold storage chests with brine, which is automatically kept at a temperature never hotter than 10 degrees above zero.

The candy department, in charge of Mrs. M. W. Thompson, formerly with S. S. Pierce & Co., of Boston, is stocked with a high grade quality of confectionery, especially Allegretti, Maillard, Samoset, Page & Shaw and H. D. Foss quality confections.

At the cigar counter, all brands of domestic and imported cigars are to be found, with complete sets of smokers' articles. This department is in charge of John Anglum, formerly with Peter Culbert. It is well arranged with attractive display counters, and adjoining it is a large and spacious stand for periodicals and newspapers.

Patrons of the soda department are accommodated at small, glass-topped tables, with low, three-legged chairs of original design, all the furnishings and interior finish of the store being done in solid mahogany, which combines with the tile floor and



The Modern Refrigerating Plant

marble and glass of the counters and show cases to offer a handsome setting.

In the matter of show windows, this store has been singularly favored. Large, roomy and exceptionally well lighted windows extend along both street fronts, offering the best of facilities for display, opportunities which have been taken full advantage of.

Along the top of the windows is a panel of stained glass, tinted a soft green, which adds to the artistic aspect. The windows are so free from obstruction, especially from the outside, that it is possible to look all the way down Main street, looking towards Lincoln square, and patrons can see their trolley cars coming a block or so away.

One of the strong points which the concern emphasizes is the fact that all the glasses and silverware used at the counter are thoroughly sterilized after being used. A hydraulic elevator is used to transport the glass and silverware up and down between the fountain and the basement and while the sterilizing is done, no glass is allowed to be used until it has gone through the sterilizing process.

[illegible] the new sanitary straw is used, each straw [illegible] separately in tissue paper, protecting it [illegible] dust germs. In this manner the store probably [illegible] of unsanitary devices to the vanishing point.

[illegible] which is clean and neat, the syrups are [illegible] is mixed and the big freezer does its work. [illegible] operated by an electric dynamo and has a capacity of ten gallons of ice cream every fifteen minutes. It will freeze forty gallons an hour. The basement contains also a set of steel lockers for the suits worn by the employees and by the soda clerks.

Above the main store is a mezzanine floor, which is used as an office for the company.

Wyman & Gordon Co. Expansion

The Wyman & Gordon Co., one of the largest and best known forging companies in the country, has increased its capital stock from $300,000 to $900,000 by the issue of $450,000 of 7 per cent. cumulative preferred stock and $150,000 of common stock.

All the stock owned by the estate of Lyman F. Gordon has been purchased by other interests, but the control of the company will remain with Worcester people.

George F. Fuller, who has been connected with the company for 27 years, and its general manager for 10 years, succeeds Mr. Gordon as president and treasurer.

Harry G. Stoddard will continue as vice-president and has been elected general manager.

Charles C. Winn, who has had charge of the office for several years, becomes assistant treasurer and clerk.

The entire issue of preferred stock has been underwritten by Hayden, Stone & Co. of Boston.

The legal matters incident to the changes were passed upon by Charles M. Thayer, of Thayer, Smith & Gaskill, who had been elected a director of the company.

The steady growth of this business forms a most interesting chapter in the history of the industries which make the name of Worcester known throughout the country.

In 1883 H. Winfield Wyman and Lyman F. Gordon, two Worcester boys who had just graduated from the Worcester Polytechnic Institute, began the business in a small building on Bradley street, employing 10 men. In 1887 they were joined by George F. Fuller.

The expansion of the business was rapid and was effected largely by the development by these three men of a heat treating process which when scientifically applied to steel results in a remarkable increase of its strength, also giving it great toughness and tenacity.

The merit of the product was soon recognized in all lines of forgings where quality is essential and the demand increased so rapidly that large additions were made to the Worcester shops and in 1901 the company was forced to erect a plant in Cleveland to properly take care of its western customers.

The advent of the automobile still further increased and diversified the demand for the high-grade product of the company and today wherever automobiles are manufactured the name of Wyman & Gordon is recognized.

At present the company is running on full time at its Worcester and Cleveland plants, employing 500 men, and has plans for extensive additions in Worcester, including an administration building and one of the most modern heat treating plants in the country in which will be embodied the very latest developments in that art.

Statement of the Ownership, Management, Circulation, Etc., Required by the Act of August 24, 1912

of the WORCESTER MAGAZINE, published monthly, at Worcester, Mass., for April 1, 1915.

Name of	*Post Office Address*
Editor, HERBERT N. DAVISON,	Worcester, Mass.
Managing Editor, HERBERT N. DAVISON,	Worcester, Mass.
Business Managers, MAGAZINE COMMITTEE,	Worcester, Mass.
Publisher, WORCESTER CHAMBER OF COMMERCE,	Worcester, Mass.

Owners (if a corporation, give names and addresses of stockholders holding 1 per cent. or more of total amount of stock): Worcester Chamber of Commerce, 11 Foster Street, Worcester, Mass.

Known bondholders, mortgagees, and other security holders, holding 1 per cent. or more of total amount of bonds, mortgages, or other securities: None.

Average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers, during the six months preceding the date of this statement. (This information is required from daily newspapers only.)

J. LEWIS ELLSWORTH, *President*

Signature of editor, publisher, business manager, or owner.

Sworn to and subscribed before me this 3rd day of April, 1915.

HENRY A. ROUSSEAU, *Notary Public.*

(My commission expires August 6, 1921.)

NOTE. This statement is to be made in duplicate, both copies to be delivered by the publisher to the postmaster, who will send one copy to the Third Assistant Postmaster General (Division of Classification), Washington, D. C., and retain the other in the files of the post office.

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IN CARLOADS OR LESS
THAN CARLOADS

AT THE RIGHT PRICE

F. E. Powers Co.

551 Main Street
Worcester

INTRODUCING

CAIRNBROOK SMOKELESS

A SEMI-BITUMINOUS COAL

RECENT ANALYSES SHOW

Moisture	.88	.80
Volatile	17.52	17.44
Fixed Carbon	74.60	75.57
Ash	7.	6.19
	100%	100%
Sulphur	.89	.75
B. T. U (Dry Basis)	14600	14784

MAXIMUM PURITY STRENGTH EVAPORATION MINIMUM ASH SULPHUR SMOKE

We want you to know Cairnbrook Smokeless!

CLAFLIN-SUMNER COAL COMPANY
ESTABLISHED 1873

9 PLEASANT STREET 9
The Number Is

TELEPHONE PARK 2100

WORCESTER

Get Ready Now For Your Summer Touring

by visiting our store and inspecting the largest stock of Automobile Accessories in Central New England. We have an exceptionally fine assortment of vacation necessities such as Dusters, Goggles, Gloves, Guide Books, etc., and all the standard makes of TIRES at lowest prices.

Gasoline and Oil Service Station

Vulcanizing and Tire Repairing

ALSTEN & GOULDING CO.

36 Foster Street, cor. Waldo

The Rubber Tire Corner WORCESTER, MASS.

WE are going to make a specialty of unique Christmas cards for firms and individuals who want something that is not stock.

Place your orders now and give us time to give them individual thought and attention before the rush season is on.

Geo. W. King & Son

Makers of Distinctive Printing

Worcester, Mass.

R. L. GOLBERT, Pres. and Treas. A. B. TAYLOR, Vice-Pres. and Supt. L. A. WHEELER, Secretary

Golbert Last Co.

54 Commercial Street
WORCESTER, MASS.

Boston Office
28 Lincoln Street

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

The George W. Carr Company

CONTRACTORS

Careful Construction by Competent Craftsmen

518 Main St. Worcester

People's Savings Bank

450 Main Street ∴ Worcester, Mass.

A Regular Savings Bank
Under strict laws of this Commonwealth

Deposits are received every Saturday Evening from 6 to 8 o'clock
In addition to usual hours

Banking by mail will receive prompt attention

CHARLES M. BENT, President
FREDERICK W. WHITE, Treasurer
GEORGE E. RYAN, Assistant Treasurer

The Company has been for seventy years, and is today, the leading exponent of the true principles of Pure Mutuality. The contracts issued embody every desirable feature known to modern life insurance.

Remember! No stockholders to make a profit on your insurance. The policy holders are the Company.

January 1, 1915

Assets,	$46,516,911.22
Liabilities,	43,315,986.56
Surplus,	$3,200,924.66
Insurance in force,	$179,895,636

Barrett & Snow

General Agents

306-7-8-9-10 State Mutual Bldg.

STATE MUTUAL LIFE ASSURANCE CO
OF WORCESTER
MASSACHUSETTS
IN THE HEART OF THE COMMONWEALTH
INCORPORATED 1844

You will benefit [illegible] that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

Worcester National Bank

11 FOSTER STREET

AMPLE CREDIT and COLLECTION FACILITIES

WOMEN'S DEPARTMENT FOREIGN EXCHANGE

SAFE DEPOSIT BOXES

JOHN E. WHITE, President S. D. SPURR, Cashier

F. M. HEDDEN, Assistant Cashier

Incorporated 1868

Worcester Trust Company

Capital, $1,000,000

Surplus and Profits, $550,000

Total Resources, $11,000,000

Transacts a General Banking business and authorized to act as Executor, Administrator, Guardian and Trustee.

Issues Letters of Credit, Foreign Exchange and Travelers' Checks.

Main Office,—342-344 MAIN STREET, STATE MUTUAL BUILDING

City Hall Branch,—12 FRANKLIN STREET, WORCESTER TRUST BUILDING

Lincoln Square Branch,—11 MAIN STREET

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Worcester, City of Prosperity, invites your trade

CARL NORBACK CO.

MANUFACTURERS

PICTURE FRAMES MIRRORS & FURNITURE

BURGESS LANG BLDG. WORCESTER, MASS.

REGILDING OF OLD FRAMES AND MIRRORS

REPAIRING AND REFINISHING OLD FURNITURE

Worcester Machine Screw Company

Standard Screw Company Successor

Set, Cap and Machine Screws and Special Parts

Worcester, Mass.

MANUFACTURERS OF ALL KINDS OF

Drive Chains and Sprockets

For Commercial Cars

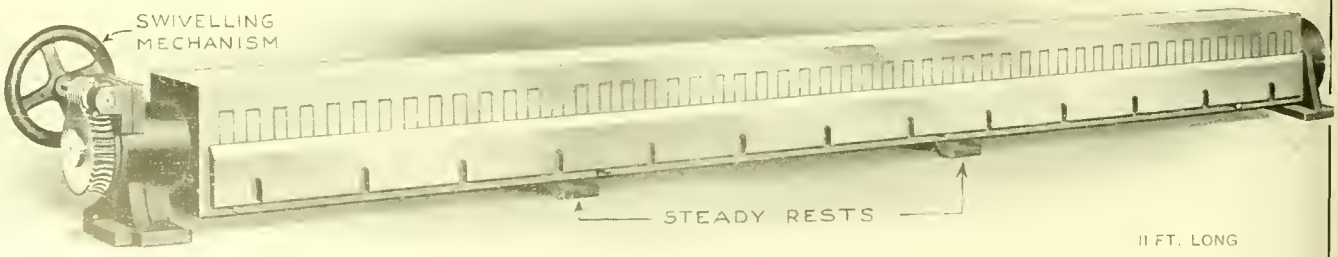
We make a specialty of keeping in stock chains and sprockets for all kinds of standard commercial cars.

Chain Drives for Machinery

We are prepared to advise and quote on desirable chains and sprockets suitable for machine drives.

Baldwin Chain & Mfg. Co.

Worcester, Mass.



THE PRODUCT OF EXPERIENCE—THE OLD RELIABLE WALKER MAGNETIC CHUCKS
FULLY GUARANTEED, ALL SIZES

O. S. WALKER & COMPANY, Worcester, Mass.

SHEET STEEL STAMPINGS

We make a specialty of sheet metal stampings and

Deep Drawn Work

finished in Nickel, Brass and Copper.

LET US ESTIMATE ON YOUR WORK.

Case-hardening to meet particular requirements.

MATTHEWS MFG. CO.

Worcester, Mass.

Do you want the Best

Drawing Table?

If so send for illustrated catalogue and prices.

R. E. KIDDER

13 Hermon Street - Worcester, Mass.

Organ Reeds and Boards

HAMMOND REED COMPANY

WORCESTER MASS.

Jackson Street Foundry

Light and Heavy

IRON CASTINGS

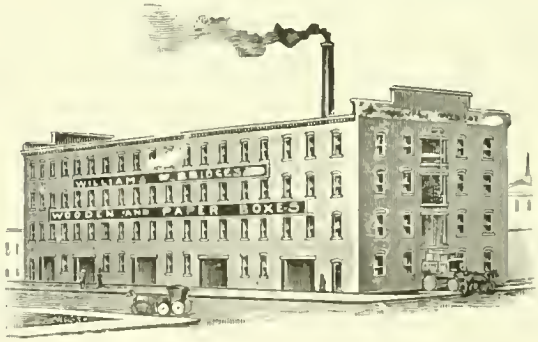
J. A. COLVIN, Proprietor

52 Jackson St. Worcester, Mass.

EVERY VARIETY

OF WOODEN AND PAPER

ALSO CLOTH COVERED BOXES



BOXES

One of the Most Complete Plants in Massachusetts

WILLIAMS & BRIDGES CO.

Manufacturers

72-86 Central St., Worcester, Mass.

Made in Worcester.

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication

Worcester, City of Prosperity, invites your trade

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Worcester County Medical Institute Co.

(MASSACHUSETTS CORPORATION)

15 Oread Street, Worcester

TREATS EFFECTIVELY

ALCOHOLISM and DRUG ADDICTIONS

as diseases. Its Physicians use Brownell's Specific, a remarkable scientific discovery. Alcoholics sobered in 30 minutes; craving destroyed forever instantaneously. No ill effect during or after treatment. Moderate drinkers and periodics, when sober lose no time. Patients usually return to their homes and business in from 24 to 48 hours. Patients can be treated at their homes.

Big firms and big men have protected their "live assets" by sending valuable employees to the Institute Co. for treatment. It has proved a good investment.

Hon. James Logan, Vice-President of the U. S. Envelope Co., former Mayor of Worcester, saw a patient sobered in 20 minutes nearly four years ago, and has kept him under observation since. Of the treatment Mr. Logan says: "It would seem as if the day for miracles had not yet passed away, for the way in which 'Brownell's Restaurare' works certainly borders on the miraculous."

Under the Brownell method the drug addictee is permanently delivered without the physical suffering accompanying other treatments.

"*The Conquest of Alcohol and Opium*" sent on application. It's good reading.

Good Printing Is What Turns Loss Into Profit

IT is the element that enables you to secure the fullest value from every item of expenditure. No matter whether you sell to individuals, firms or corporations, whether you sell by mail, by salesmen, or personally, there is a time and place for the right use of good printed matter.

We offer you a printing service above the ordinary. It is too late, after a job is printed, to be dissatisfied. It is better to be satisfied beforehand.

Call us up—Park 380—and get satisfaction.

BELISLE PRINTING & PUBLISHING COMPANY

Makers of Good Printing

112 Front Street — Worcester, Mass.

We print this magazine every month for the Chamber of Commerce

Get Rid of Black Smoke

AND SAVE MONEY DOING SO
LET ME SHOW YOU HOW

N. A. C. SMITH
CHEMIST

598 Main Street, Worcester, Mass.

WHEN YOU NEED OFFICE HELP

Call upon our Employment Department and we will place you in touch with office assistants that are carefully trained and fully competent to fill the position.

You will, in this way, secure the right kind of help without any inconvenience or delay, as we never recommend a student unless we are sure of the requirements of the position.

Experienced and inexperienced office help furnished without charge to either employer or employee.

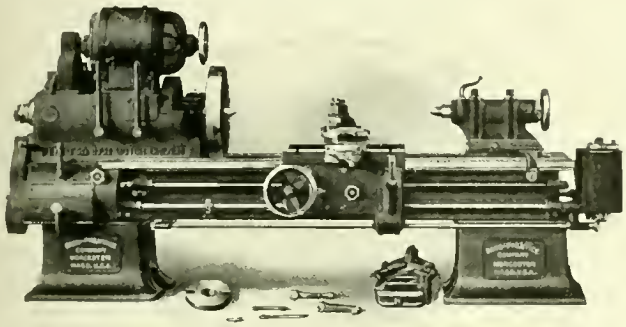
C. B. POST, Proprietor

Worcester Business Institute

Telephone 5218

476 Main Street :: opposite City Hall

A photograph will aid your salesman, if the goods are too heavy to carry



E. B. LUCE
EXPERT PHOTOGRAPHER OF MACHINERY
WALKER BUILDING
TELEPHONE

VERI NEAD TAS
CERTIFIED PUBLIC ACCOUNTANTS
PRODUCTION ENGINEERS

New England Audit Company
(Incorporated under Laws of Massachusetts)

Certified Public Accountants
Auditors, Industrial Engineers, Systematizers

FREDERICK J. HILLMAN, C.P.A.
Pres. and Gen. Mgr.

CHARLES O. WALKER, C.P.A
Mgr. Audit Dept.

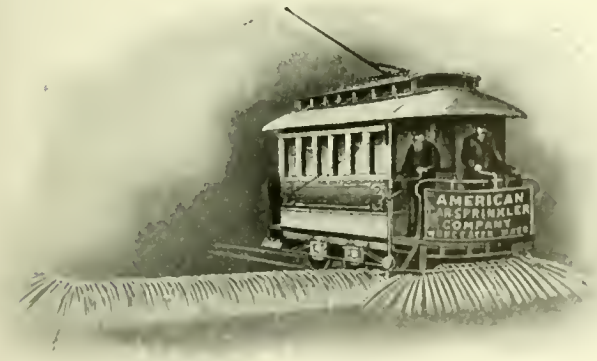
FRANK B. MESSINGER, C.P.A.
Mgr. Boston Office

WALTER M. CURTIS, S.B.
Mgr. Engineering Dept.

WORCESTER OFFICE
633 State Mutual Bldg. FRANK B. MESSINGER, C.P.A., Local Mgr.

SPRINGFIELD WORCESTER BOSTON

TO LAY THE DUST



AMERICAN CAR SPRINKLER CO.
WORCESTER, MASS., U. S. A.

Style 310
Burroughs Visible Desk Machine
$175.00, Direct from factory

WHY A BURROUGHS?

Because in its field it has no equal at any price.

BURROUGHS ADDING MACHINE CO.

Builders of
Adding, Listing, Bookkeeping and Calculating Machines.

830 Slater Building
Worcester, Mass.

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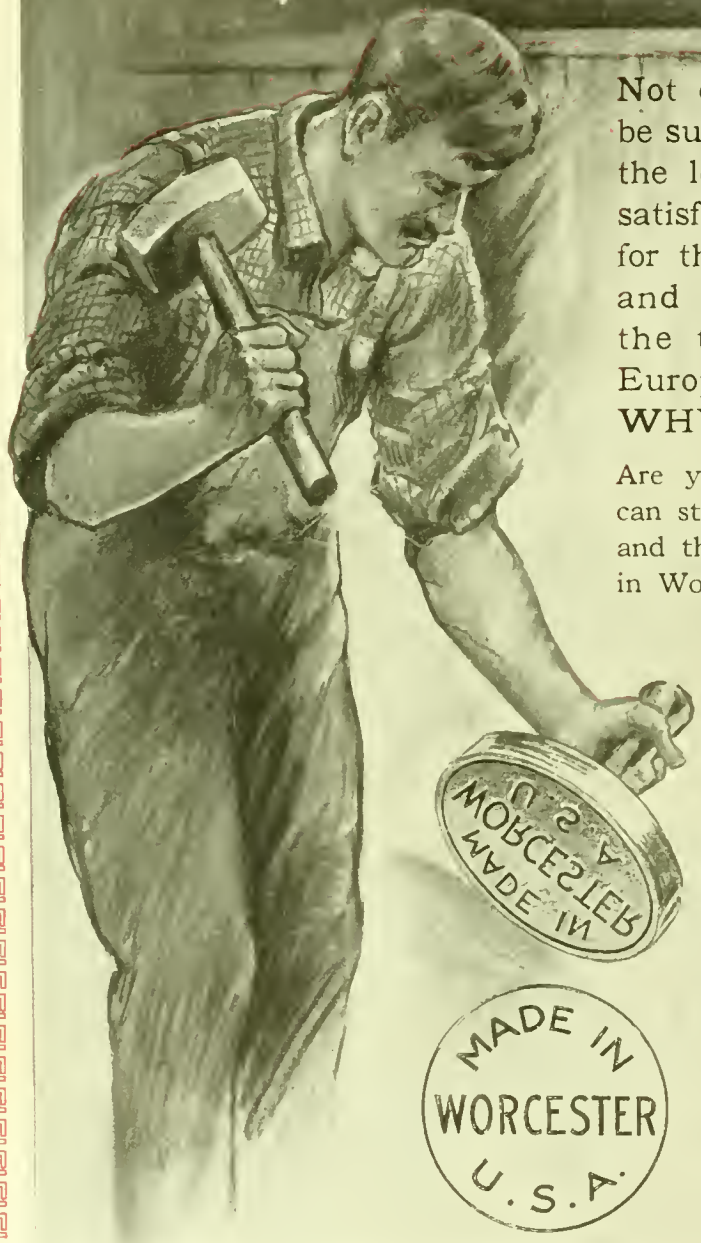
Worcester, City of Prosperity, invites your trade

Do You want Export business?



Not only must the usual Home Trade be supplied but the one chance to retrieve the loss of our European Market is to satisfy right here the tremendous demand for the goods we have always imported, and to make for the Foreign Trade the things they have been buying in Europe. WHO IS GOING TO DO IT? WHY NOT YOU?

Are you making the class of goods that you can stand back of—that will win you re-orders and that will be a credit to the stamp "Made in Worcester, U. S. A."?

Do you know who needs your goods and how to go after this foreign trade? Do you know trade conditions, trade routes, rates of shipment, cost of exportation, how to pack your goods to meet the peculiar conditions, and the hundred and one other necessary bits of information?

The Foreign Trade Committee of the Worcester Chamber of Commerce has been for some time, and is now, working with the Department of Commerce of the United States, studying the situation as it applies to every one of you. They can give you all this information—specific and reliable—right here in your own city.

The National City Bank of New York is back of you too. Its chain of banks in South America is established and ready to furnish credit reports and market information that your financial safety may be guarded.

Everything possible has been done for you—it only remains for you to take advantage of the opportunity. ONCE THIS TRADE IS YOURS IT NEED NEVER GO BACK. Write the Committee on Foreign Trade, or call on the

WORCESTER CHAMBER OF COMMERCE

The WORCESTER MAGAZINE Illustrated

MAY 19 1916

The Norton Company Open Air Supper and Entertainment
to N. A. C. S. Delegates

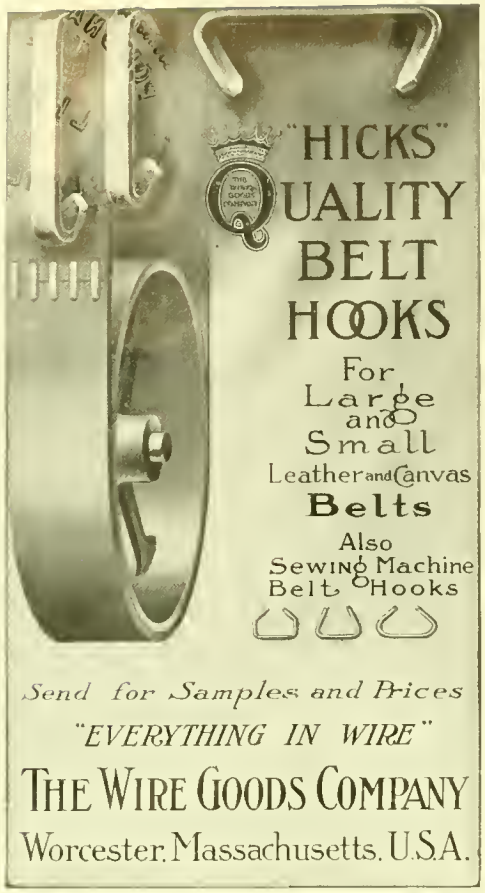
Annual Outing of Chamber of Commerce---In This Number

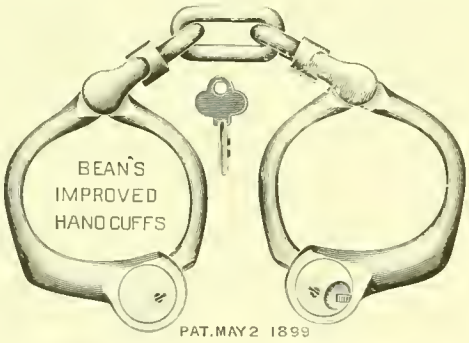
JULY, 1915

$1.50 per year

Published by the Worcester Chamber of Commerce
WORCESTER, MASS., U. S. A.

15 cents the copy





THE GENUINE

BEAN'S IMPROVED HANDCUFFS, LEGIRONS and TWISTERS

The Standard Equipment of the Police and Detective Departments of the Leading Cities

This line is of the highest grade, as light as the severe service required will permit and unsurpassed in finish.

The cuffs will fit all sizes of wrists and cannot be unlocked without the key. Set locks avoid locking by accident. Rounded corners and absence of projecting arms prevent injury to officer and prisoner.

COMPLETE CATALOG ON REQUEST

Manufactured by

Harrington & Richardson Arms Co.
Worcester, Massachusetts, U. S. A.

The Samuel Winslow Skate Mfg. Co.

Worcester, Mass., U. S. A.

Makers of

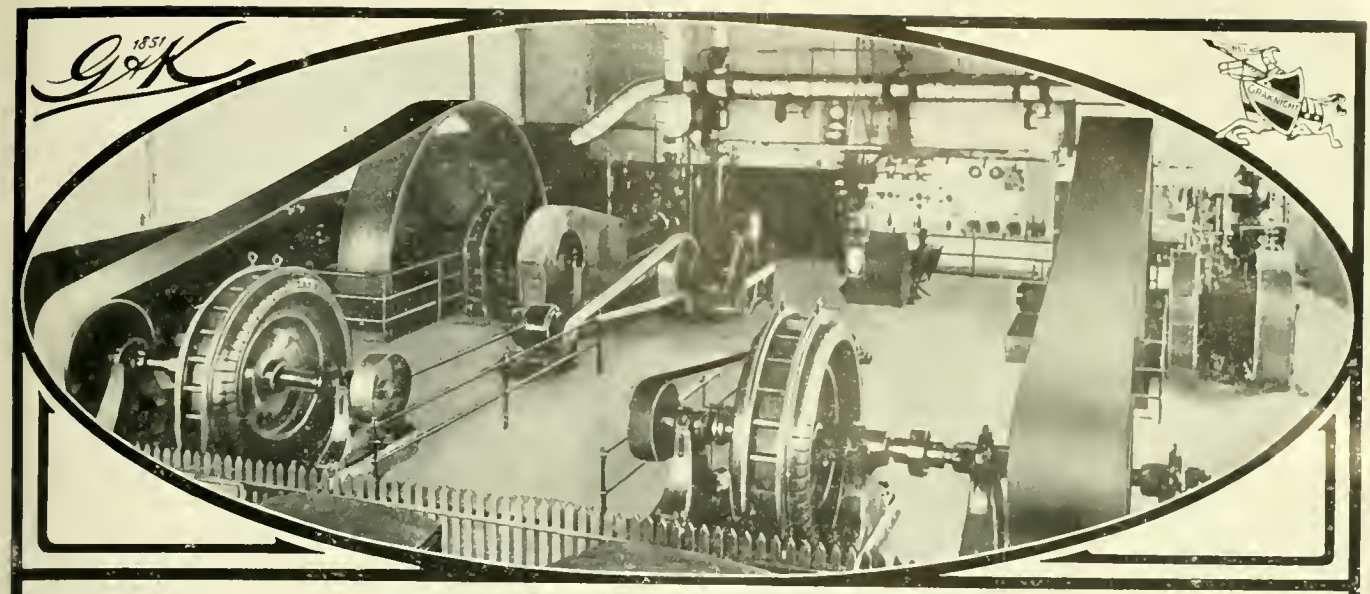
WINSLOW'S Skates

THE BEST ICE AND ROLLER SKATES

THE BEST AND MOST WIDELY KNOWN SKATES IN AMERICA. THE BEST AND MOST WIDELY KNOWN SKATES THE WORLD OVER

STOCKS CARRIED IN

WORCESTER, NEW YORK, LONDON, BERLIN, PARIS, SYDNEY, BRISBANE, AUSTRALIA, DUNEDIN, AUCKLAND, WELLINGTON, NEW ZEALAND.



ECONOMY IN POWER TRANSMISSION

Interests every manufacturer to-day as never before. The following letter is evidence of what degree of economy can be realized from the use of G & K Belting.

HUNTINGTON, IND., April 10th, 1914

the two 36" 3 ply GraKnight Belts installed October, 1904, and May, 1906, have done more than their duty, having transmitted 600 Horse Power with an overload of from 25 to 30%. These belts are connected with two Hamilton Corliss Engines, operating most of the time twenty four hours per day We cannot recommend these GraKnight Belts too highly.

HUNTINGTON LIGHT & FUEL CO., Frank D Townsend, Supt

Both belts are to-day in excellent condition, transmitting the same amount of H. P. and giving the same degree of satisfaction, as heretofore.

Remember—there is a G & K belt for every drive, and its use means "Economy in Power Transmission." May we serve you?

THE GRATON & KNIGHT MFG. CO., Worcester, Mass., U. S. A.

OAK LEATHER TANNERS AND BELT MAKERS

Branches in Principal Cities

A LOOM FOR EVERY FABRIC

WORCESTER PLANT

Everything that may be woven by power—practically every kind of fabric used by civilized beings—is produced on looms built in these works.

Woolens and worsteds, silks, velvets, ribbons, cotton goods of every description, carpets and rugs, mattings and hammocks, belting and webbing, furnish an idea of the great variety of our weaving machinery.

In addition are dobbies, jacquards and supplies built in all of the different plants.

CROMPTON & KNOWLES LOOM WORKS,

WORCESTER, PROVIDENCE AND PHILADELPHIA

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Worcester, City of Prosperity, invites your trade

Morgan Construction Co.

Have Built for Rolling Steel Products

76 PLANTS

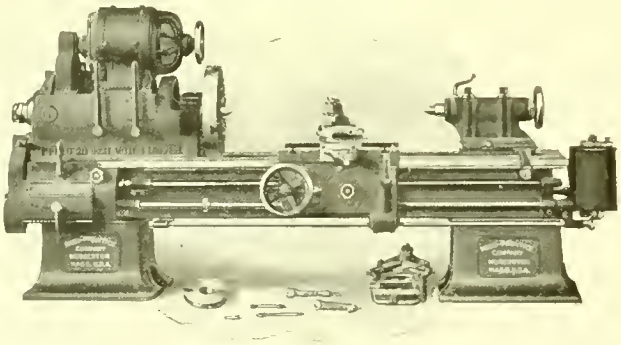
62 in United States

5 in Canada
2 in England
1 in France
1 in Austria
1 in Belgium
4 in Germany

MORGAN CONSTRUCTION CO. M C Co WORCESTER, MASS.

WHICH IS THE BETTER ECONOMY—

To buy a lathe which may "look the part" but which isn't there when you want to do an accurate job, a lathe which will deteriorate rapidly and will be consigned to the scrap heap after two or three years of unsatisfactory and unprofitable service . . . . .



Or, to buy a lathe which is **Accurate and Reliable,** one that will stand by you and do **Highest Grade Work Only,** year after year—one that not only "looks the part" but is . . . a Real Lathe, in other words a "Reed"

Granting that the "Real Lathe" does cost 5%, 10% or even 20% more at the start, isn't it the better proposition?

Write for new Motor Driven Lathe Bulletin, also new printed matter of Standard and Heavy Duty Engine Lathes, Plain Turning Lathes, Stud and Bolt Lathes, Hand Lathes, Manual Training Lathes.

Write for newest catalogue

REED-PRENTICE COMPANY

WORCESTER, MASS., U. S. A.

Selling Agents:
Manning, Maxwell & Moore, Inc., 119 West 40th Street, New York City

San Francisco, Chicago, Cleveland, Mexico City, Boston, Detroit, St. Louis, Milwaukee, Buffalo, Yokohama, Japan, Pittsburgh

Foreign Agents: [illegible] Freres & Co., Paris, France; Charles Churchill & Co. Ltd., London, England; Van Rietschoten Houwens, Rotterdam, Holland; Mo[illegible] Tool & Engine Co., Moscow, Russia; F. G. Kretschmer & Co., Frankfurt a M., Germany; Buck & Hickman, London, England; [illegible] Engineering Co. Ltd., London, England; Alfred Herbert, Ltd., Coventry, England; Schuchardt & Schutte, London, Berlin, Vienna, St. Petersburg, Budapest, Stockholm and Copenhagen; The Allied Machinery Co. of America, Brussels, Paris, Turin and Zurich; H. W. Petrie, Ltd., Toronto and Montreal, Canada.

You will benefit th[illegible] by saying that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication

Worcester, City of Prosperity, invites your trade

Osgood Bradley Car Company

Worcester, Massachusetts

John E. Bradley, *President* New York Office, 170 Broadway

EXCELSIOR WIRE FENCES

Every playground needs a fence that will give the fullest measure of protection to the little ones without shutting out the light and air.

Excelsior Wire Fences not only insure their safety but being non-climbable and Rust-Proof will enhance the appearance of any recreation grounds.

Write us today for catalogue and estimates.

WRIGHT WIRE COMPANY

WORCESTER, MASS.

BOSTON
NEW YORK

PHILADELPHIA

CHICAGO
SAN FRANCISCO

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE yourself, the advertiser and the publication Worcester, City of Prosperity, invites your trade

George F. Blake, Jr. & Company

STEEL

Below are a few of the grades we stock:

Bessemer and Open Hearth Bars

Crucible	C. R. Screw Steel
Center	Turned & Polished Shafting
Special Threading	Regular Grade Tool Steel
Drill Rods	Ark & Rex High Speed
Spring Steel	Blue Annealed Sheet

Agents for WM. JESSOP & SONS
High Grade Tool Steel

IRON

Best Refined	H. & P. Iron
Screw	Norway

Best Puddle

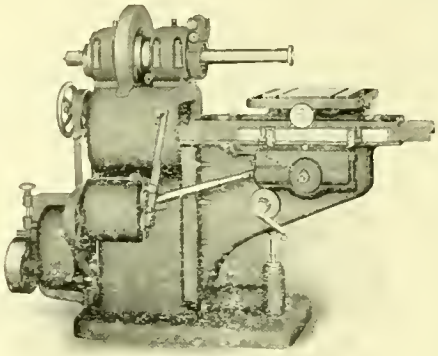
STRUCTURAL

Beams	Channels
Angles	Tees

JUNCTION OF BRIDGE, FOSTER and MECHANIC STS.

WORCESTER, MASS.

Telephone, Park 2508 and 2509



THE HEALD CYLINDER GRINDING MACHINE

Has been especially designed for internal grinding on a great variety of machine parts and is particularly adapted for handling work which is of such shape that rotating in the usual manner is inconvenient or impossible.

This method of finishing work possesses many advantages over the ordinary way of smooth boring and reaming, and is especially valuable in gas and gasoline engines where the cylinder walls are thin and will spring away from the cutting tool easily.

Rigid in construction and built by skilful workmen from the highest grade of materials, this machine is the ideal tool for internal grinding where extreme accuracy and uniformity is desired.

Estimates and suggestions will be furnished gratis to any submitting specifications or blueprints of work to be done.

Write For Our Booklet—"Cylinder Grinding"

THE HEALD MACHINE COMPANY

28 New Bond Street Worcester, Mass.

BRANCHES

Chicago Cleveland Cincinnati Detroit

ESTABLISHED 1820 PIONEER WIRE INDUSTRY OF AMERICA

WIRE ROPE OF ALL KINDS

ELEVATOR
TRANSMISSION
TILLER GUY
HOISTING
HAULAGE, ETC.

SPENCER

IRON AND STEEL WIRE AND SPECIALTIES

CLOCK SPRINGS AND HIGH SPEED STEEL

SPENCER WIRE COMPANY WORCESTER, MASS.

You will benefit thereby stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

THE WORCESTER MAGAZINE

VOL. XVIII JULY 1915. No. 7

Published monthly by the Worcester Chamber of Commerce, 11 Foster Street, Worcester, Mass., U. S. A., and devoted to the advancement of Worcester's business interests in this country and throughout the globe, mirroring each month the civic development and industrial progress of the Heart of the Commonwealth. Subscription price, $1.50 a year; single copies, 15 cents. Advertising rates on application. Entered at the Worcester Post Office as second class matter. Herbert N. Davison, General Secretary of the Worcester Chamber of Commerce, Editor; William J. Conlon, Secretary, Bureau of Mercantile Affairs, Associate Editor; Herbert L. Fiske, Advertising Manager

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1829

In addition to regular machinery steel we have in store three higher grades

BEST MACHINERY STEEL
LEAD SCREW STEEL
VIKING CRUCIBLE STEEL

If you are having trouble with any parts of your machines or want a better wearing steel, some one of these grades will undoubtedly suit you.
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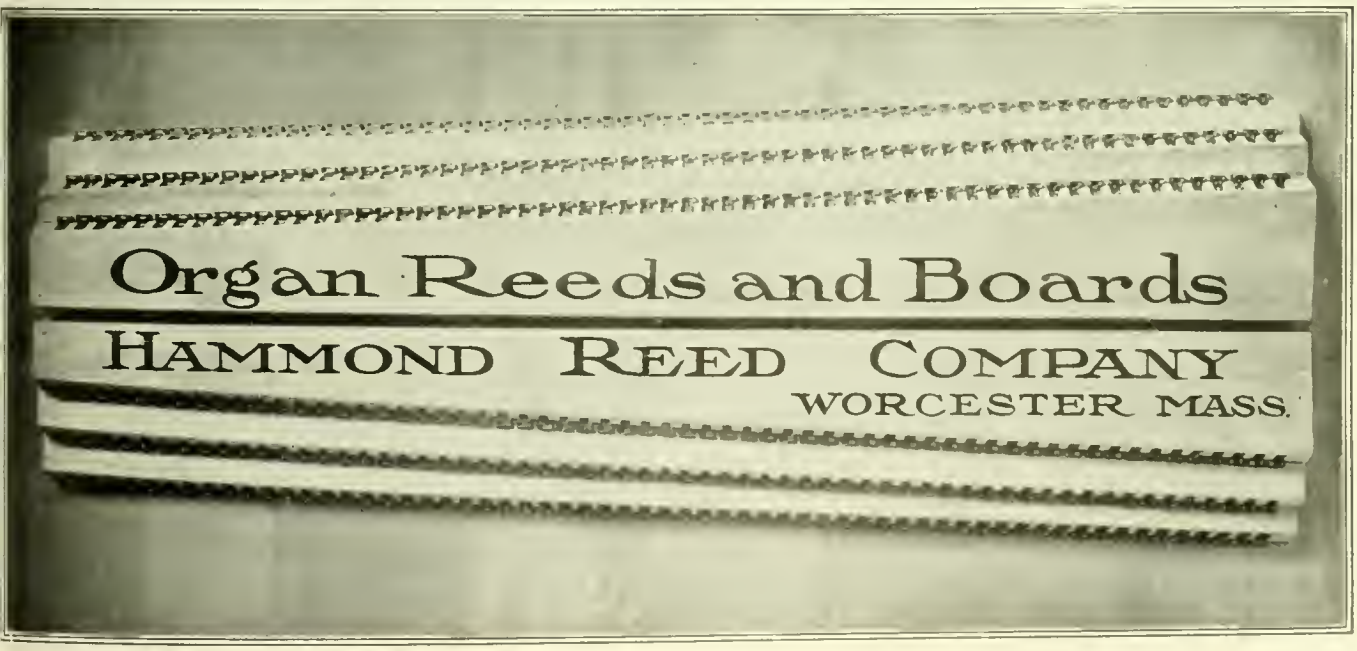
PRATT & INMAN :: WORCESTER, MASS.



You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

Nearly 600 Worcester Business Men Passing Through Cape Cod Canal on Annual Outing of Worcester Chamber of Commerce

The WORCESTER MAGAZINE

JULY - 1915

A Memorial Observance of Bunker Hill Day

Nearly 600 Business Men Unite in Third Annual Outing of Worcester Chamber of Commerce. Cruise Through Buzzards Bay and New Cape Cod Canal and Are Royally Entertained by New Bedford Citizens in Their City by the Sea

"AS we journey through life, let us live by the way."

That was the spirit animating the Chamber Bunker Hill day. So the members packed dull care away, and took a day off, gathering new inspiration from a delightful trip to Cape Cod Canal.

It was the most successful outing that the Chamber has yet had. It was not conducted as a money-maker. Its object was to furnish a royal good time for everybody, and this object was fulsomely achieved. A leader in the promoting of the civic destiny of Worcester, new laurels were earned for the Chamber by its making this the banner occasion of its kind in this part of the world. The social history of the Chamber will really have to be written from June 17. The excursion dispelled instantaneously anything that even faintly resembled gloom. Glee was the top note.

One of the gratifying and surprising features in connection with the third annual outing of the Worcester Chamber of Commerce was the alacrity with which the members and their friends acquired tickets. Three days prior to the excursion to New Bedford, Buzzards Bay and the Cape Cod Canal, every ticket has been snapped up, and from then on applications to participate in this early summer diversion and monotony-breaker began to pour in over the telephone and through the mail, but the limit having been reached, the Chamber exceedingly regretted its inability to provide transportation for more than the arrangements made had been contemplated. The Cape Cod trip, in point of popularity with the membership and its friends, proved to have discounted all similar outings, not only in the rapid disposal of the tickets, which sold for $5 each, but also in point of scenic interest. The fact that few Worcester people had seen the canal and that there was in evidence a desire upon the part of the Worcester public generally, and the Chamber in particular, to view this wonderful feat in marine engineering, made the excursion very attractive. At the last moment it seemed as if the whole of Worcester wanted to participate in this outing; and it was said that perhaps it would have been wisdom to have impressed into service one of the great ocean greyhounds. There were 589 who went, this, of course, including the band and guests.

HON. E. R. HATHAWAY
Mayor of New Bedford

New Bedford, the rallying point, was the acme of good cheer and welcome. Two great cities on this occasion reciprocated in neighborliness. The Whale city furnished the Worcesterites a whaling good time. The only harpoon thrown was a harpoon of joy, and it was projected in a city that was en fête.

The excursionists departed for New Bedford with President J. Lewis Ellsworth, Congressman Samuel E. Winslow and Mayor George M. Wright at their head, and with Battery B band playing merry tunes, and returned in a halo of red-fire, marching through Front, Main and Foster streets, as they did in the morning, tired but happy. The outing annals of the Chamber had recorded the Rocky Point and the Newport celebrations as giant affairs, but it was felt by those who participated in the Cape Cod pilgrimage that the latter occasion had transcended these in reference to number and bounteous enjoyment.

The Chamber, thanks to the efficiency of its membership, had all of the arrangements well in hand and a maximum of comfort was afforded all,

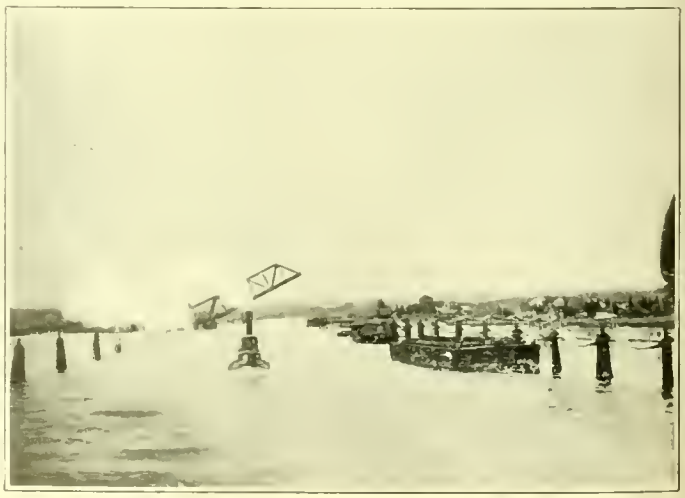
THE "BLOCK ISLAND," THE CHAMBER CRUISER

especially in the matter of transportation over land and sea, the chartered train consisting of 10 coaches and a baggage car, and the steamer "Block Island," which bore the large party, from the New England Steamship Company's wharf at New Bedford to and through the canal, like the train, not being a bit crowded. The excursionists were well provided with literature bearing upon the points of interest on the trip through the co-operation of the Whale city's Board of Trade, the New Bedford Standard and the Worcester Chamber, each one soon as he boarded the Boston & Albany train at 7.15 o'clock on the morning receiving an envelope which not only contained all this useful data, including a map of the marine situation, but also railroad, steamship and dinner tickets. This convenient arrangement was an expression of the collaborative work of General Secretary Herbert N. Davison, Assistant Secretary William J. Conlon and Traffic Manager Joseph H. Lane. Parenthetically, president Howard Elliott of the New Haven and president J. Howland Gardner of the steamship company made possible the provision of a vessel to carry the party through the canal by having transferred to Massachusetts Bay waters the "Block Island," whose zone of operations is between New London and Block Island.

In addition to Congressman Winslow and Mayor Wright being aboard, the party was further honored by the presence of Lieut.-Gov. Grafton D. Cushing; Mayor Edward R. Hathaway, New Bedford; Hon. Calvin Coolidge, president of the Massachusetts Senate; Commodore J. W. Miller, vice-president of the Cape Cod Canal Company and the engineer who built the canal; Otis Seabury Cook, president of the New Bedford Board of Trade; Commodore A. W. Forbes, of the New Bedford Yacht Club; Charles F. Wing, Jr., of the New Bedford Entertainment Committee and Archie Talmadge, secretary to Mayor Hathaway.

The Chamber of Commerce at 6.30 o'clock in the morning was the rendez-vous for the crowd, which, despite the foggy weather and intermittent rain, was promptly at the tryst and cheerfully prognosticating that there would be a fine rift in the lowering clouds with Old Sol beaming his warmest benediction upon the pleasure seekers, by the time Framingham was reached. President Ellsworth had the procession formed back of Battery B band, the outing committee with their white hats and large smiles separating their countenances being well up in front. The Outing Committee consisted of George W. Ward, Clarence J. Abbott, President J. Lewis Ellsworth, General Secretary Herbert N. Davison, Traffic Manager Joseph H. Lane, Secretary of the Mercantile Bureau William J. Conlon, Assistant Secretary Herbert L. Fiske, Rate Clerk Henry A. Rousseau, Membership Clerk Collin

LEAVING THE WHARF AT NEW BEDFORD



A CHARACTERISTIC SCENE IN THE CANAL

H. Aiken, O. C. Ansley, Thomas E. Babb, Hiram E. Blanchard, Curtis R. Blanchard, H. W. Bowker, A. M. Butterfield, S. Hamilton Coe, J. Harvey Curtis, Gilbert G. Davis, Alfred T. Howarth, Stephen Ireland, William W. Johnson, William D. Kendall, A. G. Lajoie, Joseph H. Lane, Herbert L. Fiske, C. A. Lations, Leo J. Lavin, N. J. Lavigne, Herbert N. Leach, Morton L. Lewis, Edward Mandeville, Edward H. Marsh, Alfred Mathieu, H. A. Rousseau, Frank H. Sawyer, David E. Sherin, C. R. Simons, Mark N. Skerrett, Ray L. Spear, C. H. Streeter, Marvin C. Taylor, A. A. Vaughan, C. L. Wright and F. L. Frisbie.

This committee was the consolidation of the entertainment and the membership committees of the Chamber, of which George W. Ward and Curtis R. Blanchard, respectively, are chairmen.

The huge contingent of merry-makers, holiday-bent, quickly adjusted themselves to the full 32-inch military stride and stepped as lively as they felt and in remarkably good cadence to the quickening music of Leader Napoleon Pilet and the brave musicians of Battery B. The special train was in waiting at Union Station, and the party accommodated itself with comfort therein and was soon speeding to supersede the music to Framingham. On the way to Framingham the envelopes containing the descriptive data and tickets were distributed by General Secretary Davison, Mr. Conlon and Traffic Manager Lane among the passengers, and in these envelopes there were also badges, with the wording "Chamber of Commerce" in gold against a field of blue and a space in which the wearer wrote his name. This proved to be a unique way of promoting good fellowship, and it succeeded admirably. Everybody knew everybody else on this trip.

Some Interesting Discussions

A Section of the Upper Deck Crowd

Giving the Canal "The Once Over"

Eating Dinner Under Difficulties

Some of the Scenes the Camera Man Caught

Upon the arrival of the special train at Framingham it was switched quickly to the lines of the New York, New Haven and Hartford railroad and the journey thence on to New Bedford was accomplished by 9.30 o'clock. No sooner had the Worcester men alighted on the wharf of the New England Steamship Company than their ears were saluted by the most mellifluent strains of music, emanating from the New Bedford High School band. In this way New Bedford began to extend its welcome to the visitors. Considerable pride was mani-

One of the Several Draw Bridges Which Span the Canal.

The Tug That Was Ever With Us—Massachusetts Bay Entrance to Canal

fested by the Whale city people in the capable performance of the youngsters, most of whom were not over 13 years, and the music elicited golden encomiums from the Worcester visitors. Mayor Hathaway and his secretary, Mr. Talmadge, and various other officials of the city together with Otis Seabury Cook, president of the Board of Trade, and Commodores Miller and Forbes were there to tell the Worcester folk that this particular section of the state had been exclusively reserved for their pleasure, and was now ready to be turned over to them with all the fixings and attaching éclat.

The excursionists passed 15 minutes or more on the wharf listening to the band, and then came the embarcation on the "Block Island." As the "Block Island" pulled out, the New Bedford High School band continued its melodious renditions, and as these died away on the water Battery B band again went into action. Crafts lying in the harbor or scooting here and there released their sirens and there was a most uproarious salutation of the "Block Island" as it nosed its way out into Buzzards Bay toward the Cape Cod canal. It is perfectly true that the weather man made a slight miscalculation as to the variety of weather for Bunker Hill day, and the fog which hung over the bay the major portion of the trip outward was not dispelled until about 1 o'clock. And it was a dense fog that enveloped the "Block Island," too, an impenetrable gray blanket part of the time that, of course, delayed the party. The foghorn was blowing continuously, but the Buzzards Bay landing was reached without incident, bar the fact that the staunch little steamer was compelled, when off Marion harbor, to halt for a few minutes in order that bearings might be obtained. The "Block Island" had whistled for the Bird Island lighthouse. There was no response from that quarter, however, and the captain was somewhat mystified. The Boston tug, "William Sprague," heard the call, answered it, and sent its pilot, G. G. Rochester aboard. The tug then stood alongside the remainder of the trip to the landing.

All the way the party was most merry. It is doubtful if a more congenial or representative number of citizens could have been assembled. Battery B made the vessel humful all the while, and it was a most obliging aggregation of musicians at that. Its leader, Napoleon Pilet, furnished any accompaniment the songsters desired, and there were some very tuneful and topical choral offerings. The singers were recruited from among the members of Alhambra Council, K. of C., under the leadership of John G. Putnam. Others contributing to the harmonic proceedings were Edwin T. Grenon, Ray W. Whalen, John G. McInerney, George Chandley, William Londergan, Leo J. Lavin, Thomas Gagnon, Richard Flynn, and Nicholas J. Smith.

The Chamber had arranged for a most bountiful supply of sandwiches and coffee aboard, appreciating the fact that some of the early risers would be hungry before the dinner bell rang. And in this no mistake was made.

A Typical Section of the Canal

George G. Bunny, William H. Eagan and F. H. Tinker, representing the Prudential Film Company, New

York, had accompanied the crowd at the invitation of the Chamber and fixed their camera up on the pilot house that they might capture a few animated pictures not only of the canal but of the members on board. The fog at the outset, however, prevented much progress in this direction. In the afternoon the machine succeeded in perpetuating for the future edification of the Chamber several attractive scenes.

On the way to Buzzards Bay landing the "Block Island" passed Fairhaven, Fort Phoenix, Mattapoisett, Marion and Wareham. Mayor Hathaway and Commodore Miller pointed out the various objects of interest en route. The mayor was the personification of good cheer. He is a non-partisan product of New Bedford and defeated his predecessor in the mayoralty chair, ex-Mayor Ashley, after the latter held the job down 17 years. Mayor Hathaway was telling President Ellsworth of the prosperity of his town, saying that it did not have to borrow a cent during the business recession and that everybody is at work.

Buzzards Bay landing was the scene of the dinner, and this point was reached at 1.15 o'clock in the afternoon. There Boniface T. E. Whittield had a fine sea shore repast, with clams cooked in the approved Rhode Island fashion and plenty of succulent lobster. This was served under a large tent. After the gastronomic entertainment, which occupied an hour, there was a re-embarcation and the trip through the canal, which resulted in the payment of $144 in tolls was begun. The sun had by this time broken through the clouds and the sail was all that could be desired. When the end of the 8-mile ditch was reached the "Block Island" turned about for the homeward trip over the same course, arriving at Fairhaven about 6 o'clock. At Fairhaven the party was met by 141 automobiles and conveyed among the various show places of both Fairhaven and New Bedford, the buildings erected by the late Henry H. Rogers, the oil baron, challenging the admiration of all. The mile-long bridge connecting New Bedford and Fair Haven was also an object of vast interest to the Worcester delegation.

After inspecting the handsome edifices, well paved streets and superb parks system of New Bedford, the visitors were whirled by the New Bedford entertainment committee to the Dartmouth and Wamsutta Clubs, where lunch was served. The New Bedfordites vied with one another in extending hospitality. The city was decorated with flags in honor of the occasion. When the Chamber of Commerce men boarded their special train for the return, they carried back to Worcester most pleasant memories of New Bedford. The party reached Worcester at 10.15 o'clock at night.

Alfred G. Lewis

M. Alfred G. Lewis

ALFRED G. Lewis, proprietor of the North Main Market, one of the largest meat and provision establishments of the city and a member of this Chamber, was instantly killed on June 22 while attempting to cross the Boston & Albany railroad tracks south of Union Station.

The tragic end of this progressive business man of Worcester created a profound shock among his business associates of the city, for Mr. Lewis was intimately known by practically every retailer of the city.

The success attained in business by Mr. Lewis has been pointed out repeatedly as one of the marvels of twentieth century mercantile enterprise in the Heart of the Commonwealth. Personnally Mr. Lewis was in the habit of dismissing the subject with the modest reply "Hard work" when asked the reason for his remarkable progress.

Born in Wales, England, 48 years ago, Mr. Lewis was 25 years old when he decided to wrest a more generous living from this country. He came to Worcester immediately and entered the employ of E. W. Hoxie as a grocery clerk. Energetic and industrious from the start, Mr. Lewis rose far above the average clerk and when Mr. Frank A. Munsey established the Mohican Company branch in Worcester, he was one of the local men to be induced to enter his employ.

Mr. Lewis became manager of this store and under his direction it prospered.

Seven years ago Mr. Lewis entered into business for himself, establishing a market in the Lincoln Square section. Here he had absolute control to work out his own individual ideas for conducting a modern market. How well he succeeded is perhaps best illustrated by the fact that today it is the second largest meat and provision establishment in Worcester.

Bank Clearings, May, 1915

Furnished by Worcester Clearing House Association

		1915	1914
May	1	$454,290	$546,001
"	3	512,154	374,955
"	4	557,112	492,434
"	5	512,112	376,976
"	7	380,601	365,697
"	8	337,906	408,444
"	10	453,734	375,601
"	11	520,120	478,962
"	12	616,054	528,070
"	13	549,608	522,262
"	14	434,358	486,354
"	15	454,827	454,799
"	17	556,343	456,483
"	18	569,399	393,692
"	19	418,397	571,828
"	20	421,940	854,188
"	21	406,764	506,968
"	22	414,008	452,069
"	24	442,285	489,782
"	25	374,793	361,068
"	26	396,334	397,453
"	27	558,369	340,971
"	28	336,900	448,442
"	29	347,293	542,617
Total		$11,466,169	$11,464,955

Fifty Years of Progressive Education

The Worcester Polytechnic Institute Observes Its Golden Jubilee, the Occasion Graced with the Presence of Nationally Known Educators and Graduates from Every Part of the Country—The Most Notable Commencement in the History of the Institution

MANY times within the last half century have the praises of Worcester Polytechnic Institute been sung by her alumni. At each commencement they have thronged back in increasing numbers, bringing with them an ever deepening spirit of veneration for their alma mater. This year their return was more impressive than ever; in fact, this year they were only one part of the festivities, and even the graduating class, usually the observed of all observers at commencement time, was of somewhat minor importance, for this was golden jubilee year on Boynton Hill.

In planning the celebration of this important anniversary, the jubilee and the commencement were intertwined together through the greater part of the week of June 6. The distinctive anniversary day was Wednesday, on which two great jubilee gatherings were held. There were other occasions of an anniversary nature in which the alumni figured conspicuously; and the class of '15 was given the usual honor due to the new crop of graduates.

What made the anniversary singularly impressive was the large gathering of college, university and technical delegates from all over the east and beyond. Able speakers were heard, Polytechnic's achievements were brought to the fore, the city itself paid a cheerful and ready tribute to this institution, which is one of the things that has made her famous, and every friend of Tech was there to join in the general rejoicing.

DR. IRA NELSON HOLLIS

Some of the biggest men in the country received invitations to attend. President Woodrow Wilson was early invited and expressed his desire to be present if his duties would allow. It was evident long before the celebration, however, that he would be unable to leave Washington.

Yet he took the time from the heavy pressure of the international situation, to write a most cordial letter noting the magnificent work performed by Tech and assuring its officials of his unbounded friendliness for the institution. As Mr. Wilson was the commencement speaker at the 25th anniversary of Tech, while he himself was a professor at Princeton University, there was a keen desire to secure his presence and the regret was general when it was apparent to all that he could not possibly accomplish it.

There was another disappointment in the inability of Maj.-Gen. George W. Goethals to keep his engagement as the chief speaker at the mass meeting Wednesday morning. Maj.-Gen. Goethals had announced that he would come and had prepared an address. The day before the jubilee celebration, however, as he was about to start for Worcester, he received a telegram summoning him to Indianapolis to testify before the Federal Courts in connection with land frauds at the canal which were being investigated.

Notwithstanding the absence of these two speakers, the entire celebration was a memorable one. It will ever constitute one of the brightest spots in Polytechnic's history.

At the mass meeting Wednesday morning, held in Mechanics' Hall, with Dr. Ira N. Hollis, a president of the institute, presiding, there were addresses by President A. Lawrence Lowell, of Harvard University, Dr. John A. Brashear, president of the American Society of Mechanical Engineers, Governor David I. Walsh, and Dr. Booker T. Washington, principal of Tuskagee Normal and Industrial Institute. The hall shook frequently with applause at the warmth of greeting which these men expressed towards Worcester's well known technical school.

No less did they applaud the recital of how the institute came into being as re-related in a historical address by Dr. Hollis. This program was listened to by an audience of 2,000 persons, all that could crowd into the hall, while many others desired to enter but could not be accommodated.

That night there was an anniversary banquet at the Bancroft Hotel, at which again a notable array of speakers were heard. They consisted of Ex-Mayor James Logan, Mayor George M Wright, Maj.-Gen. Leonard Wood, President Howard Elliott, of the New Haven railroad, United States Senator John W. Weeks, and

Arthur D. Little, of the firm of Arthur D. Little & Co., chemists, of Boston. Hon. Francis W. Treadway, '90, formerly lieutenant governor of Ohio, was the toastmaster.

College Dignitaries from All Parts of Country Leading the Procession to 50th Anniversary Exercises

Topics pertinent to the times were treated as well as the notable occasion which had brought the gathering together. Reference to the war could hardly be omitted, and much intelligent thought was expressed as to the trend of the conflict and the wisest course for the United States to follow.

Eventually *everybody* came back to the bright record of Worcester Polytechnic Institute. Her contribution to the stability of both Commonwealth and nation was not forgotten. Her real big achievement, however, needed not to be extolled by speech or verbal eloquence. More than 500 of the 1,700 men who have been trained within her walls and have gone to make their mark in the world—which the great majority of them did—were there to pay the impressive tribute of their presence to her bright record of usefulness.

Her future looks even brighter than her past, gazing ahead from the 50-year milestone. As typified by the dedication of her splendid new athletic field and the cornestone laying of her spacious new gymnasium, both of which are in large part or wholly the gift of the alumni, she will have added equipment for giving her students a still better training in body, mind and spirit.

The week of jubilee and commencement events began with the usual baccalaureate sermon to the senior class, preached by Rev. Dr. Edward C. Moore, of Andover Theological Seminary, Harvard. This service was held at Central Church on Sunday afternoon, June 6. It was largely attended.

The sermon treated of the tremendously pressing need at this era in the world's history for perfectly trained men, men with the spirit of service in their hearts, willing to make sacrifices, willing to take their place in the world's approaching readjustment, and willing to do their share towards bringing to pass an even better and happier world in the future than existed in the past.

It was made plain by Rev. Dr. Moore that the class of '15 was going out at a critical period in the world's affairs. If ever the word crisis could be applied to the world situation, now is the time, the speaker believed. He pointed out to the seniors, therefore, that they will take up their life work at a time which has never before been equalled for its intensity and may seldom if ever be equalled in this respect in the years to come.

Various minor events occurred on Monday, June 7, to be followed on Tuesday by the real beginning of the fiftieth anniversary celebration. On that day the early arrivals of the delegates from colleges and universities all over the east reached the city. More followed through the day until by Tuesday night the majority of them were in readiness for the jubilee functions which began at that time with an immense reception in the Bancroft Hotel, especially for the guests.

No more impressive gathering of learned men has been brought together in Worcester at any time than assembled for this celebration. About 80 colleges and universities were represented. Five hundred invitations were sent out to educational institutions, and this proportionate attendance was considered excellent as the celebration came at a busy time of year for all colleges.

Among the institutions represented, those especially noticed, with the professors who acted as their delegates, were Harvard University, Prof. George C. Whipple; St. John's College and University of Maryland, Dr. Thomas Fell; Yale University, Prof. A. J. DuBois, of Sheffield Scientific School; Princeton University, Prof. Frank H. Constant; Columbia University, Prof. Frank A. Goetz; Brown University, Prof. W. H. Kenerson; Dartmouth University, Dr. Charles A. Lingley; University of Pittsburgh, Prof. Frederick L. Bishop; Williams College, President Harry A. Garfield; Bowdoin College, Dr. Edward Stanwood; Amherst College, Dr. Clarence W. Eastman; Trinity College, Prof. Henry A. Perkins; Wesleyan University, Dr. Walter G. Cody; Oberlin College, Dr. Mary E. Sinclair; Mt. Holyoke College, Dr. Anne S. Young; Tufts College, President Hermon C. Bumpus; Smith College, Dr. William J. Mil-

ler; Tuskegee Normal and Industrial Institute, Principal Booker T. Washington; Brooklyn Polytechnic, Dr. J. B. Crittenden; Massachusetts Institute of Technology, President Richard C. Maclaurin; Clark University, President G. Stanley Hall; Clark College, President Edmund C. Sanford; Holy Cross College, President Joseph N. Dinand, S. J.

THE PROPOSED GYMNASIUM BUILDING

There were also present the following delegates from engineering societies: Secretary Calvin M. Rice, of the American Society of Mechanical Engineers; Secretary Frederick L. Bishop, of the American Society for the Promotion of Engineering Education; President E. L. Corthell, of the American Institute of Consulting Engineers; Secretary J. C. Olson, of the American Society of Chemical Engineers; Secretary W. H. Ross, of the American Society of Refrigerating Engineers, and Secretary Erick Oberg, of the American Society of Swedish Engineers.

Just at the time that many of these delegates were arriving one of the opening functions of the jubilee was in progress. This was the formal dedication of Alumni Field, the splendid new athletic field of the institute.

Given by the alumni for the promotion and development of athletics, the field was dedicated with interesting exercises Tuesday afternoon. Over 500 people, alumni, students, faculty and guests, stood in a drizzling rain at the entrance to the athletic grounds to witness the dedication of the handsome entrance gates and the two tablets erected on either side of the main gateway.

George I. Rockwood, president of the General Alumni Association, presided. The gates were presented separately from the field, as they were a separate gift from the class of '87, in which Harry W. Smith was the leading spirit. Edward F. Miner, of that class, made the presentation address on behalf of his classmates.

After that, Mr. Rockwood presented the field and turned over the keys to President Charles G. Washburn of the trustees of the institute, who unlocked the gates and the gathering entered to witness a game of baseball between the Tech varsity team and the team of M. A. C., the latter winning, 8 to 1.

Tuesday evening witnessed one of the most brilliant receptions held in Worcester in years. Dr. Ira N. Hollis, president of the faculty, and Mrs. Hollis, and President of the Trustees Charles G. Washburn and Mrs. Washburn, were in the receiving line. The occasion took place at the ball room of the Bancroft.

Nearly all of the 1,200 Worcester people who had been invited to take part in the jubilee as guests of Tech were present. Brilliantly gowned, many of the most prominent social people of the city thronged the spacious ball room and shook the hands of the hosts.

The real jubilee day came on Wednesday. A great mass meeting at which 2000 were present took place in Mechanics' Hall, which was filled to the doors. This affair was remarkable not merely for its size but because of its significance and the tribute which it showed, by word and spirit, to Worcester Polytechnic Institute. None of the speakers held themselves back in the least in declaring the splendid record of Tech; and none of the tributes which they uttered failed to provoke instant approval from the audience.

Previous to the mass meeting an imposing and picturesque academic procession took place from the Bancroft Hotel to the hall. Its like had never before been occasioned in Worcester, and it is probable that the years will go by for a long time before it is repeated.

Including the faculty of Tech and the visiting delegates, about 140 professors appeared, wearing academic robes and hoods of varied and vivid tints. Led by the Salem Cadet Band and viewed by thousands of spectators, the procession left the hotel, crossed the Common, moved through Front street and then into Main street and then to the hall, at the entrance of which nearly 500 alumni stood with open ranks and gave the Worcester Tech yell as professors and seniors passed in.

Walking at the head of the long file of educational men was Prof. Zelotes W. Coombs, marshal of all commencement and jubilee occasions. Behind him came the delegates from engineering societies, trustees of the institute, delegates from colleges and universities, faculty of the institute and the senior class of 93 men.

The first few couples consisted of President John A. Brashear, of the American Society of Mechanical Engineers, with President Charles G. Washburn of the trustees; Dr. Ira N. Hollis, president of the faculty, with Rev. Dr. Shepherd Knapp, pastor of Central Church, who gave the invocation; Dr. A. Lawrence Lowell, president of Harvard, with Prof. George I. Alden; Mayor George M. Wright and President George I. Rockwood, of the General Alumni Association, and T. E. Wilder, '74, and President Howard Elliott, of the New York, New Haven & Hartford Railroad.

'ALUMNI FIELD,' THE NEW ATHLETIC FIELD

Dr. Hollis, who presided, announced immediately at the beginning of the program the unavoidable absence of both President Wilson and Maj.-Gen. Goethals. In alluding to the absence of President Wilson he noted the acuteness of the international situation and stated that everyone ought to back up the President with their

prayers. His appeal for patriotic loyalty to the chief executive aroused spontaneous applause from all parts of the hall.

Proceeding with the exercises, Dr. Hollis welcomed the guests and friends of the institute who were present, likening the splendor of the gathering to the rest and stimulation of a vacation. He then gave a historical address, reviewing the career of the Tech.

In the course of his address Dr. Hollis recalled some of the more noted men in Worcester's history who have had more or less to do with the institute. Each name that he mentioned was the signal for loud applause in tribute to the character and deeds of the men.

Those of whom he spoke included John Boynton, founder of the institute, Milton P. Higgins, the father of Worcester's boys' trade school, and for years on the institute faculty, Prof. George I. Alden, formerly one of the faculty, now president of the Norton Co., Prof. Levi L. Conant, acting president before the coming of Dr. Hollis, and Charles G. Washburn, one of Tech's most prominent alumni and at present the president of the trustees.

His remarks touched on the broadness of the anniversary, the contrast between the American Civil War and the present European war as to savagery, and the regrettable interpretation that is coming to be placed on efficiency. He said:

"An anniversary like this would fail of its highest value if it was confined within the boundaries of a single institution. We live in a world that is made notable by the close contact of one with another. So we are fortunate in having representatives of other institutions here to celebrate with us.

"We say war makes brutes of men," he remarked. "That was hardly true in our own Civil War. Even during Sherman's march to the sea, in which a wide path of destruction was cut, women and children were never molested. Whatever may have been the devastation that marked their path, no scandal has ever been uttered against the soldiers of either side.

"Notwithstanding its horrors, war assists progress. It undoubtedly aids material progress and perhaps by a searching of the heart it may lead to a new birth of freedom in many ways.

"The word efficiency," he said, "has thus been overworked. And it bids fair to become so offensive as to drive us into a reaction against all activity unless the soul goes with it. Mankind may well pray for more religion and less efficiency. It is important for the graduate and the undergraduate to bear in mind that education, unless it leads to service for others, is a flat failure and barren of happiness."

President A. Lawrence Lowell, of Harvard, besides bringing the greetings of that institution, spoke on education's part in enabling man to control the forces of nature, and incidentally touched on a certain waste in America's educational system.

Greetings were next extended by Governor Walsh, who gave one of his characteristic addresses in which he had much to say about the good record of Tech and the importance of education along industrial and commercial lines to the Commonwealth.

Having some few minutes of time left at the conclusion of what Dr. Brashear had to say, Dr. Hollis called on Dr. Booker T. Washington, principal of Tuskegee Normal and Industrial Institute. Dr. Washington was present as the accredited delegate from the institution of which he is the head. He was not down on the program for an address, but was asked informally to say a few words before the gathering dispersed.

He did so, speaking for a few minutes and entertaining his audience with one or two anecdotes illustrative of the progress of the negro race during the last few generations. He noted particularly that the 50th anniversary of Worcester Polytechnic Institute was also the 50th anniversary of the freeing of the negro from slavery. His remarks brought the program to a close.

Wednesday afternoon was given over to luncheons for the guests, while the class of 1915 held its class day exercises on the slope of Boynton Hill.

In the evening another notable anniversary gathering took place when over 600 alumni, guests, faculty and students attended a 50th anniversary banquet at the Bancroft Hotel, listening to able addresses by a number of speakers in the public eye. Probably the most conspicuous of these at the moment was Maj. Gen. Leonard Wood, who brought a message expressive of America's need of preparing not "for" war but "against" war.

The dinner was a scene of real Tech jollity. Everyone seemed happy over what Tech has accomplished and what she is today. The cheers and yells which have resounded on Tech hill all through the years were one indication of the enthusiasm which was at full tide. The toastmaster, Hon. Francis W. Treadway, '90, formerly lieutenant-governor of Ohio, who handled the speaking program in a capable manner, was introduced by ex-Mayor James Logan, a trustee of the Institute, who delivered a brief speech in which he pointed out that the civic as well as the professional duty of the engineering profession is clearly defined.

Speakers at this dinner were Maj. Gen. Leonard Wood, United States Senator John W. Weeks, President Howard Elliott, of the New Haven railroad, Arthur D. Little, of Boston, and Mayor George M. Wright. The toastmaster read a letter signed by President Wilson himself, regretting that he could not be there, and speaking in unequivocal terms of Tech's achievement and "admirable work."

Mr. Treadway prefaced his presentation of the speakers by an introductory address during which he called the "roll of honor" of Tech alumni who have gone out and become men of note in their own communities and in the nation at large. It was a noteworthy list, and the recital of every name called for loud applause, for hardly one of the men mentioned were not known to a larger or smaller group of the other Tech men present. Various classes of engineering and technical endeavor were represented in the list, several of whom were Worcester men well known to almost everybody. These names stretched back almost to the first class Tech ever graduated, the class of '71, of whom four members were present at the anniversary.

Official greetings on behalf of the city were spoken by Mayor Wright, who brought out a point he frequently dwells on in public—Worcester's high position as a manufacturing city despite the absence of any natural advantages whatever. This, he said, was due in large measure to the men of the type sent out by Tech.

When in concluding the Mayor paid a quiet tribute to Dr. Hollis, it was the signal for a tremendous ovation from the floor. In the midst of deafening applause, three lusty cheers for Dr. Hollis were given, together with the Tech yell, and three "Hollises" at the end.

The addresses of Senator John W. Weeks was op-

timistic as to the present national outlook, although he did not overlook the gravity of the situation. He favored military preparedness, he said, but declared that the people ought not to be misled by those who cry that the nation is not prepared at all, any more than they ought to be lulled by those who maintain that the country is sufficiently prepared as she is at present. He caused much applause when he expressed his conviction that American soldiers are the equal in marksmanship to any soldiers in the world.

"I think," he said, when he came to talk about the national situation, "that we may congratulate ourselves, no matter how much may be said anout our lack of preparedness for defence, to all of which I assent without hesitation, that what forces we have possess officers that are the equal to be found anywhere."

Before introducing the next speaker, Mr. Treadway read a telegram of regrets from Dr. Thomas C. Mendenhall, a former president of Tech, who was scheduled to be one of the banquet speakers, but was kept away. Dr. Mendenhall wished to be remembered to all the "boys," and he incorporated in his telegram a classroom equation which, from the laughter which it aroused, was evidently productive of reminiscences among many of those present.

Arthur D. Little, a Boston chemist, spoke next, showing how chemistry has advanced for good as well as for destruction, in recent years.

"Never was the future brighter for chemists of the whole country," he said, "for the nation is alive with a realization of the inconvenience and humiliation of being wholly dependent upon Germany in the matter of chemical supplies. The supremacy that Germany has enjoyed in this realm will inevitably pass after the war to the United States."

The address of Howard Elliott, president of the New York, New Haven & Hartford Railroad, was devoted to the championing of the railroad as an institution which deserves more kindly treatment from government and people than it has received. President Elliott wanted the public to bear in mind that railroads have human beings in their mechanism and that they are not merely great, merciless octopus reaching out to seize everything it can lay hands on.

He wanted to see less railroad legislation especially such drastic legislation as has been directed towards the New Haven. For one thing, he believed this would have a Socialistic tendency, by giving the government a leaning towards going into business itself, and thereby resulting in government ownership, something which he opposes as a calamity.

Last of the speakers, but in more ways than one the most significant, was General Leonard Wood. General Wood frankly came out in favor of more military preparedness not so much through a large standing army as by means of a strongly organized reserve system to the regular army and the militia, something on the order of Switzerland's plan.

"Our business is not to make war," he said at the outset, "our business is to conduct the wars that you people get us into. Soldiers don't make wars; commerce and trade make them, and governments declare them; and it is for the soldiers and sailors to try to conduct them and terminate them to the best advantage of their own country."

America undoubtedly is unprepared, just as they say she is, according to General Wood. The prepared fighter, he pointed out, has a tremendous advantage, rapidity of approach, completeness of organization, and familiarity with weapons.

Heretofore, he added, the civic responsibility has been over-emphasized. He would have every man and boy impressed with the soldier responsibility, would have rifle practice in schools and colleges and would train up, from among the college graduates of each year, a body of men able, when the time comes, to act as officers of the big volunteer force that would naturally then be called into being.

Thursday was the last day of the week's program. Its central event was naturally the graduation of the class of 1915, a record class, consisting of 93 men, the largest number ever sent out in one year by Tech. The commencement speaker, Dr. Richard C. Maclaurin, president of Massachusetts Institute of Technology, in addition to wise counsel which he gave to the graduates, had the following to say about the institute and its anniversary:

"There are special features of this occasion that must make it to all its participants, and particularly to the graduates, an event of quite unusual interest. The first of these circumstances is altogether happy—the fact that the graduation exercises are part of a series planned to mark an epoch in the history of this institute and of the educational world. All who know anything of the progress of schools of applied science in this country appreciate the splendid work done by the Worcester Polytechnic. It has been an inspiration and a model to other schools and most certainly has merited the congratulations of its friends, and deserved the support of the community in which it is placed.

"It is now 50 years old and we must bear in mind that the world has moved so rapidly in certain directions that 50 years is a long time in the history of higher technical education. Half a century ago in this field all was struggle and uncertainty. There were doubts as to the possibility of training men for practical pursuits in schools of applied science, and doubts as to whether the world would have any demand for such men even after a long and somewhat expensive training. Now all these doubts have passed and the schools of applied science are coming into their own in public esteem. Practical men see clearly that they are essential to the development of modern industry, and take practical measures to increase their efficiency and enlarge their opportunities for usefulness."

Loyal alumni of Tech brought the big jubilee to a close Thursday afternoon by laying the cornerstone of the new gymnasium, which is being erected as a result of their gifts. The cornerstone was laid by George I. Rockwood, president of the General Alumni Association and the attendance of alumni for that event and the annual alumni dinner which followed was the biggest of the week—over 500.

Reunion classes were decked out in picturesque costume, there was a band and two drum corps, and by speech, song, cheer and frolic the alumni from afar and from near watched their alma mater begin her second half century.

Worcester a Royal Host

Annual Convention of National Association of Corporation Schools Breaks All Records for Attendance and Business Accomplished—Entertainment of Ladies by Chamber of Commerce Brings Vote of Thanks from the City's Guests for Courtesies

AMONG the important events of June was the third annual convention of the National Association of Corporation Schools, June 8-11, at the Bancroft. On this occasion Worcester was the host of 243 delegates, representing over one hundred of the largest industrial corporations in the United States.

The purpose of this organization is the advancement of industrial education. Its activities take two forms: the interchange of ideas and discussion of methods among the members who are conducting apprentice or corporation schools; and a direct effort to interest the public, the public school officials, the colleges and technical schools, and non-member industrial concerns, in an effort to co-ordinate and to improve our methods of industrial education.

The convention was characterized by keen interest, earnest discussion and hard work. Not content with two sessions a day, a series of round table discussions took place each evening which were distinguished by a freedom of comment and explanation that made these sessions peculiarly instructive.

The officers of the National Association of Corporation Schools for 1914-1915 were: President, Dr. Charles P. Steinmetz, General Electric Co.; first vice-president, John McLeod, Carnegie Steel Co.; second vice-president and treasurer, George B. Everitt, National Cloak & Suit Co.; executive secretary, F. C. Henderschott, New York Edison Co. At the closing session, Mr. McLeod was elected president for the ensuing year.

The morning session on Tuesday, June 8, was set apart for the opening ceremonies, the reports of officers and the report of the committee on Allied Institutions. In his address of welcome, George I. Alden, president of the Norton Companies, made this concise statement of the present place and influence of corporations:

"I desire to give expression to *one* of the ideals I have for corporation schools and their ultimate influence. I want to see the corporation, as an institution, *perfected*. It has accomplished so much already, its success is so necessary to the welfare of every American citizen, that I want to see it freed from every stigma, either real or imaginary, that has come upon it. I believe that a corporation managed in the interests of truth and humanity, as well as of good business practice, is the most beneficial institution, outside the church and family, that has ever existed.

"In its most perfect form, it has so many sane, healthful, human and humane characteristics. It has discipline without harshness; efficiency without hardship; diversified talent without caste; financial blessings without humiliation; competition without bitterness; financial success without jealousy. The corporations of this country, whatever their sins or failings, have built up the happy villages, as well as the larger towns and cities, have supplied the country with its transportation systems, and have

Delegates and Guests Watching Flag Drill of Norton Company Girls

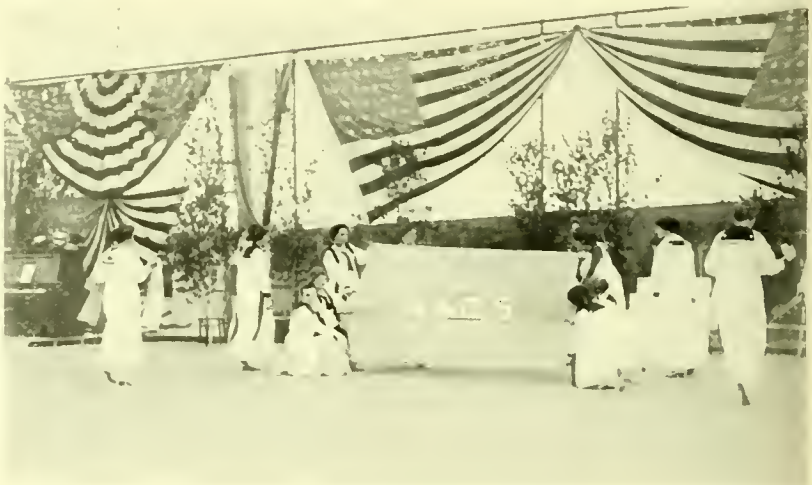
Autos Ready for First Chamber of Commerce Tour

been the direct instruments in placing this country in the foremost rank of manufacturing and commercial nations."

The address of welcome for the city was made by Alderman Daniel Waldo Lincoln. In the opening of his presidential address, Dr. Steinmetz said:

"During the last generation a radical advance in the efficiency of the industrial system of our country has taken place by the progress from the individualistic production of the days of Lincoln, to the corporate production of today. While the corporation is proving the most powerful and most efficient tool of industrial progress, at the same time some defects have appeared, and have led to the present rather widespread antagonism against the corporation. Nevertheless, these defects are not inherent in the nature of the corporation, but are due to its newness and crudeness, which led us to overlook too much the human element in the industrial relations between corporation, employees and public. In the small production of bygone days, personal relations existed between the individual employer and employee, which do not exist in the large corporations, and must be replaced by organized effort. That is, to the financial, administrative and engineering or manufacturing activity must be added a fourth activity, that dealing with the human relation of the corporation with its employees and the public at large, before the corporation can sociologically justify its existence. The beginning hereof is seen in the so-called "welfare work," in attention to hygiene and safety, profit sharing and service annuities, etc., and in the educational work of the corporation.

"The most serious problem resulting from the corporate development of the industry is, however, the failure of the supply of skilled workingmen.



N. A. C. S. Banner in the Flag Drill

"Vocational training thus has become the most important problem of the American industries.

"This is realized even more outside of the corporation, by the general public. There it appears as a problem of the parents to find a suitable occupation for their children, as a problem of the young men and women to find work without getting into a dead alley occupation. Increasingly the general public thus makes the demand on the public schools to provide the vocational training which the industry gave in former times, but which it now, in its corporate form, fails to give; so far, the output of the apprentice course of corporations is still very small compared with the industrial demand."

In the foregoing statements by Prof. Alden and Dr. Steinmetz is succinctly set forth the need which has brought forth this national organization—a movement which

The Pi[illegible] Chamber Tour to Historic Concord

marks the new attitude of industrial leaders toward one of the greatest industrial problems.

The nub of the report of the committee on Allied Institutions is contained in this abstract:

"From the above letters it appears that there is a general interest in the work of our association and that the educators are beginning to realize that for the majority the object should be to give a practical education, rather than an education for education's sake. To accomplish this result it is necessary for business to clearly state its needs and to seek the co-operation of those responsible for the education of the young."

Tuesday afternoon was devoted to discussions of trade and special apprenticeship schools. This session and the evening round table talks were held in Higgins Hall of the Worcester Boys' Trade School. A feature that especially interested the visitors was the supper served between sessions by the girls of the Girls' Trade School. In these discussions the school methods and problems of such concerns as the Pennsylvania Railroad, the General Electric Co., the Sante Fe Railroad, The Yale & Towne Mfg. Co., the International Harvester Co., the American Locomotive Co., the Western Electric Co., the Goodyear Tire and Rubber Co., and others were ably explained. The mere mention of the corporations included in these discussions is sufficient to show the live interest provoked by the delegates representing them, for the concerns cited have some of the largest and most efficient among existing corporation schools.

The morning session of Wednesday was devoted to Public Education.

A. L. Rohrer, of the General Electric Co., agreed with the preceding speakers that there was a crying need of co-operation between the public schools and the industrial interests. He spoke in favor of having more men in the community join the school board of their particular town or city and take an active part in the establishing and promoting of the right kind of educational work in the public schools.

According to Dr. Steinmetz one of the tendencies of the average business man is to remain content with finding fault with the municipality and its administration rather than taking active and constructive steps in bettering conditions.

There was much interest in the afternoon discussion of Vocational Guidance. Dr. C. R. Mann, of the Carnegie Foundation, who is studying engineering education for the national engineering societies said that the manufacturer could translate his needs into the language of the educator by putting his requirements for engineering and also for workmen in the form of tests. Once put in that form the schools would rise to the situation and they could produce men who could pass those tests. He found that in almost all corporations the efficiency of the graduate was measured according to personality, initiative and other things which have no place in the average curriculum.

Following this session the delegates were transported to the Norton plants where a bountiful supper and an unique entertainment furnished a pleasant break in the day's work.

Two subjects occupied the attention of the delegates on Thursday morning—Office Work Schools and Advertising, Selling and Distribution. In the first discussion, E. C. Wolfe, of the Curtis Publishing Co., thought that the office is the least developed of any part of our big corporations today. Louis I. Dublin, of the Metropolitan Life Insurance Co., said that corporations without training schools in their offices are apt to forget that they have offices.

That the need for this instruction is a vital one was evidenced by the fact that many of the points brought out were warmly contested. Every one present was keen in their desire to get definite information which would help them in coming to a more complete understanding of their particular problems.

In the discussion on Advertising, Selling and Distribution Prof. M. T. Copeland, of the Harvard Graduate School of Business Administration, brought out the point that the cost of advertising, selling and distribution of the product is often greater than the manufacturing cost, plus the cost of the raw material. This opens a great possibility for economies, but up to the present time it has been difficult to point out just where these economies could be applied.

In the Thursday afternoon session Employment Plans and Safety, Hygiene and Cooperation were discussed. The speakers made plain the necessity for thorough investigation into the various methods of obtaining employees and the determination of their qualifications for the positions they seek. Considerable time was devoted to a study of the safety and welfare work of the Norton Company, which was explained in detail by George N. Jeppson, R. G. Williams and Dr. W. Irving Clark.

Thursday evening was set aside for a banquet which proved to be a most enjoyable affair. Executive secretary, F. C. Hendersehott, was toastmaster and the speakers were national leaders in the fields of industry and education—Hon. James Logan, United States Envelope Co.; Dr. Charles P. Steinmetz, General Electric Co.; Charles H. Norton, Norton Grinding Co.; Herbert J. Tily, Strawbridge & Clothier; Dr. David Snedden, Commissioner of Education of Massachusetts; Hon. Samuel E. Winslow, Congressman from Massachusetts, Samuel Winslow Skate Mfg. Co.; Harry Tipper, The Texas Co.; and John McLeod, Carnegie Steel Co.

The Norton Companies and the American Steel and Wire Company, who were the hosts of the convention, entertained the delegates and guests at the Worcester Country Club, Friday afternoon and evening, following a business session in the morning which was devoted to election of officers, reports and resolutions. Through the courtesy of Worcester citizens, those of the delegates who did not take the afternoon to visit industrial plants, enjoyed an automobile ride for two hours and then both groups joined together to enjoy the sports, the dinner and the dancing at the clubhouse.

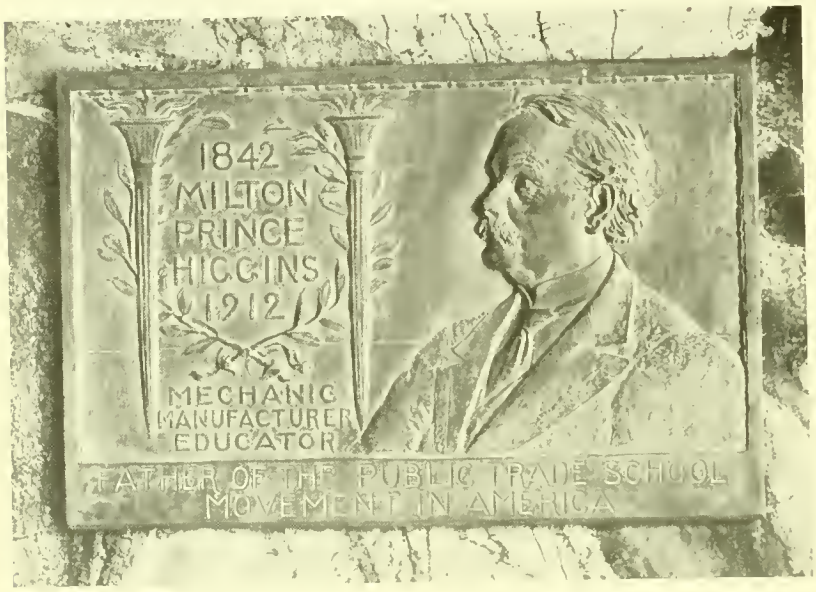
The wives and daughters of the delegates voted a resolution of thanks to the Worcester Chamber of Commerce and its assisting committee of Worcester ladies "for the royal entertainment which had been so thoughtfully planned and in which they had participated with unalloyed pleasure." This Chamber provided, through the courtesy of its members, cars for three afternoon pleasure trips—Tuesday about town, ending with a lunch at the Tatnuck Country Club, Wednesday to Concord and Thursday to Lancaster, where the famous gardens of the Nathaniel Thayer estate were visited.

Next year's convention of the National Association of Corporation Schools will be held in Pittsburg, at the invitation of the Carnegie Steel Co. and the Westinghouse Companies.

Perpetuating the Name of a Great Man

Memorial Tablets to Milton Prince Higgins, Father of the Public Trade School Movement in America, Unveiled at Boys' Trade School—The Niche This Genius Fills in the Educational World Expounded by Authorities

ON June 7, 1915, in the presence of a notable assembly of educators and citizens, bronze tablets to perpetuate the memory of Milton Prince Higgins were dedicated in the Worcester Boys' Trade School, the institution which this great man of Worcester did so much to establish. The tablets were presented by the Higgins family and form the decoration on the front cover of this issue of THE WORCESTER MAGAZINE. The exercises were in keeping with the character and life of the father of the public trade school movement in America—simple and dignified.



This country owes its practical trade school system to Milton Prince Higgins, it acknowledged it before his death in 1912 and cherishes it today. The following tributes, expressed at the unveiling of the Higgins tablets by Dr. Ira N. Hollis, president of Worcester Polytechnic Institute, and Dr. David Snedden, Commissioner of Education in Massachusetts, are but typical of those heard wherever public trade school work is discussed.

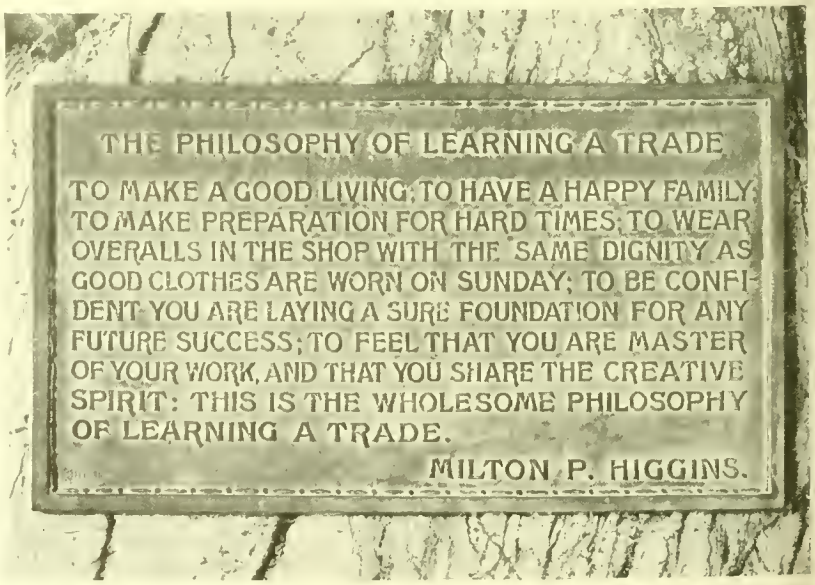
THE FIRST DIRECTOR OF THE WASHBURN SHOPS

By Dr. Ira N. Hollis

I have come here tonight to assist in paying a tribute to Milton P. Higgins, the master of men, and the friend of students at the Worcester Polytechnic Institute. His position was a peculiar one in the technical institution. He was appointed superintendent of the Washburn machine shop, December 18, 1868, and continued in that position until July 1, 1896. Thus he was a servant of the school nearly 28 years.

I had met him only once a few years before his death, and while the impression he made upon me was extremely pleasant, I knew little of his work. Since coming to the institute as president, however, and since having to grapple with some of the problems that faced him, I have come to understand far better than if I had actually talked with him the difficulties he must have encountered in the early and formative years of the new school. My testimony then is based entirely upon what I have seen as evidence of his sturdy work.

When a letter was written by John Boynton, offering to give $100,000 toward the establishment of a free institute of technical science in Worcester, his expressed desire was to educate men for all branches of science, including even farming and teaching. The evident purpose was the establishment of a school of collegiate grade. One of the earliest appointments by the Board of Trustees was George I. Alden, who had recently graduated from Harvard college, and who therefore was able to bring to the school the training of our great university.



THE MILTON PRINCE HIGGINS MEMORIAL TABLETS

Shortly after Mr. Boynton's gift was presented, and a charter for the school was obtained. Ichabod Washburn contributed $50,000 toward the endowment of a commercial shop. He had evidently been thinking over the training of boys in the industries, and had been planning

Milton Prince Higgins

1842-1912

Mechanic-Manufacturer-Educator

to establish something to that end. His broad and liberal spirit is shown by his willingness to combine his money with that of Mr. Boynton for the purpose of putting within a college, as it may be called, a practical laboratory of manufacturing. He regarded this as an experiment, and his letter expressed a wish that if the trustees found the experiment a failure they would use the interest on the money for the other purposes at the institute.

There must have been doubt in his mind, and perhaps in that of the trustees, as to the outcome of such an experiment. We must remember that that was in the early days of technical schools, and as a matter of fact no institution of learning had gotten on the laboratory basis. No one would have thought at that time that a medical school needed a hospital in the near neighborhood as a working laboratory, and yet that is today a fundamental principle of the education of doctors.

That is why the Harvard medical school made so great an effort to have the endowed Brigham hospital organized under the same auspices as the medical school. There anyone will see that the student has the opportunity of dealing with living men and women instead of spending a large part of his time dissecting corpses.

A workshop and laboratory occupies exactly the same relation to education in the scientific college that the clinic occupies to the medical school, and yet this was all an experiment at that time. It was fortunate, indeed, that the trustees were wise enough to appoint a man like Milton P. Higgins as the first director of the shop. His enthusiasm for the work carried it through its early years successfully. Furthermore, his serious purpose and his whole-hearted gift of himself to public service placed it on a firm basis.

The exceptional character of the man is very well shown in the many efforts that have been attempted toward establishing the same kind of connection, namely, a commercial shop with an institution of learning. It has failed in every case excepting at the Worcester Polytechnic Institute, where it has had a striking success.

I want no other testimony than this as to the character of the man whom you are honoring here tonight. I have read the records of the trustees from beginning to end, and I would know, even if I had never seen anything else, the large influence of Mr. Higgins on education. It must be remembered that in the management of his shop, many perplexing problems must have come up. One of them was to make a commercial success out of an industry where students were trained. It is always expensive to put a lot of boys into a shop with grown men.

Nevertheless, in Mr. Higgins' day, the Washburn shops were commercially successful. Among those who have graduated from the institute in the 50 years of its existence, many men have gone out into the industries and have achieved positions of importance through their knowledge of the art of manufacturing, which I have heard many of them state, they owed to the strict discipline and the careful work in the shops.

The boys who entered the institute had hard work, but they never suffered as to their fundamental education in books by the reason of their fundamental education in things, under Mr. Higgins' administration. It is not necessary for me to refer to the trade school. That is evidence enough in itself of the public spirit and greatness of the man. Furthermore, I should not want anything better to prove his fine and noble nature than these sons and daughters he left behind him.

In behalf of the institute, I congratulate the trade school on the new and beautiful incentive to faithful work and good citizenship.

MILTON P. HIGGINS—EDUCATOR

By Dr. David Snedden
Commissioner of Education

The man whose memory we are here today to commemorate was in a number of respects a typical American citizen of the best kind, and in his aspirations and accomplishments he was essentially a leader. He typified well American ideals of individual achievement, coupled with a maximum of social service. Devoted to practical work and the utilization of the natural forces about us, he nevertheless exalted education and personal development, also, as American ideals.

America is engaged in solving some of the most momentous problems of a democratic civilization. Here we seek to preserve to the fullest practicable degree the individualism and freedom of thought and action which were so conspicuously the inheritance of our early frontier life, while at the same time promoting the ideals of corporate and collective outlook and effort, which are the necessities of the modern order. We seek to leave in the hands of each individual, as far as may be, the determination of his own destiny, while at the same time surrounding him with opportunities to profit by our social inheritance of technical knowledge, social ideal and material accomplishment. It has been our desire that industry should be free, and also socially serviceable. We accept with reluctance compulsion on the individual, even in such important matters as education, always hoping that following the provision of opportunities each person will, under the influence of his family and of other immediate associates, take ample advantage of the opportunities thus afforded.

The number and variety of specific problems arising out of our attempts to harmonize more or less conflicting forces enlist the attention and supreme interest of a constantly increasing number of American men and women. Here we have the impractical dreamer, unregardful of the experience of the world, projecting visionary schemes of reform. Elsewhere we have the man with technical equipment dealing, in more or less dogmatic fashion, with the most fundamental problems of social organization, but unchecked by a keen realization of the practical limitations imposed by natural forces, as well as by human nature itself. Again, we find the man of broad vision, extensive training and sound practical experience who, often more or less silently, contributes his share to the general effort at solving pressing problems. Out of it all comes, we hope, that which we call progress—namely, finer ideals, profounder vision, more abundant and accurate knowledge, and better organization. Among the workers who have seen their problem and who have brought to it vision, technical training, and experience, we must give high rank to Mr. Higgins.

It is an interesting fact that, in almost every significant phase of our great movement for a sounder social economy, we are turning to education, and more particularly to the education of youth as our field of largest opportunity. In the children of today we see the possibilities of recreating, as far as may be, the social order, towards tomorrow. The plastic period of

uth can be made much of, if we are wise, but the ed habits of maturity are to be changed with difficulty. Mr. Higgins, able workman, successful man of busi-ss, and good citizen as he was, is to be considered, st and last, chiefly as an educator. He saw and ap-eciated in many directions what might be a better cial order, but with this vision was coupled the con-ction that, through properly organized schools and her agencies for directing the activities of youth, were be accomplished the desired ends.

In the light of our present knowledge it is apparent at Mr. Higgins was a man of prophetic vision as regarded ational education. He early perceived what many w readily admit, that no one is fully equipped for life o has not been trained systematically in the practice d theory of some definite pursuit. He saw that the storic means for such training—namely, apprentice-ip, and the activities under the control of the home—ere insufficient to meet modern demands, either as ese might be made by the individual or as they might anate from our new conceptions of social welfare. He alized that just as society in its collective capacity, ting through the State, had already in all civilized untries undertaken to insure, if necessary, even at the pense of the State, adequate general education, so also ust society in its collective capacity, and acting rough the State, insure opportunities for vocational ucation. This never meant, in Mr. Higgins' own con-iousness, that the State should have to control and pport all forms of education, but only that as far the historic agencies had shown themselves unequal the task should the State exercise its residual sponsibilities. Mr. Higgins frankly believed that, in any directions, publicly supported and controlled hools for the purposes of vocational education were e only solution of the problem, under modern econ-mic conditions. He foresaw the possibilities of co-eration between the vocational school and the work-op in providing education, industry thus being given e opportunity again to undertake education as an portant by-product of its activity, as it had done roughout the earlier historic periods of the handicraft dustries.

Mr. Higgins was far too practical a man ever to fall to the error of thinking that vocational education in any he was to be accomplished along the lines of the aca-mic studies and pursuits which have so long been entified with general and liberal education. At a me when the great majority of educators still believed at training for practical pursuits was largely a matter be accomplished in school-rooms and with books and e other appurtenances of academic education, Mr. iggins foresaw the possibilities of providing an en-ely new type of school, the central fact in which ould be the workshop itself, with classrooms and the rious other adjuncts of technical training ranged ound the productive center of the shop.

The Worcester Trade School in its every building i itself, a monument to this ideal. Externally and ternally, it is first of all a shop, but a shop devoted to education as its primary product and to material output as a distinctly secondary end. We have by no means, as yet, generally grasped the notion that successful vocational education in schools must have a pedagogy fundamentally different from that which has traditionally been associated with general or liberal education. In all of my personal contact with Mr. Higgins, I never felt that he had the slightest misapprehension on this score. In the school of practical life he had learned that several distinct kinds of training are essential to vocational efficiency. The man must have skill and all that which comes in connection with the attainment of practical experience; but for modern conditions he must also have the technical knowledge of mathematics, science and art which, in greater or less degree, figure in all modern production; while in addition, if the workman is to be something more than a mere cog in the machine, he must also have vision of the economic processes of which he is a part, appreciation of the bearings of his occupation upon his own physical and moral well-being, and a sympathetic grasp of the social and economic relationships in which he is inevitably involved, by virtue of the work that he is doing as a member of special social groups and of society as a whole. It was his appreciation of this general situation that, in my estimation, made Mr. Higgins so influential, not only as an idealist, but as a practical leader in matters where vocational education was concerned.

I have already referred to the prophetic insight of Mr. Higgins, but I should like also to call attention to another quality by which he was characterized. It was his enthusiastic persistence in seeking to have his ideals practically realized. In the early years of the twentieth century the advocates of a genuine vocational education met with but little encouragement. It seemed as though the entire range of educational interests, public and private, behaved as vested interests do when attacked. There seemed to be a widespread fear lest the development of vocational education should, in some obscure way, unsettle or displace the general education to the giving of which the American elementary and secondary school is dedicated. Obscurantism in speech and writing, and obstruction to practical attempts, everywhere prevailed. A great deal of courage and hopefulness were essential on the part of the man who asked for practical action along the lines of the creation of opportunities for vocational education, even in industrial communities where the demand for practical training was keen and insistent.

During my earlier years of experience in Massachusetts, I consulted frequently with Mr. Higgins, and always found in him the same cheerful optimism as to the future. He believed that the existing opposition to the development of sound vocational education or industrial education, as it was then usually called, could not be permanent, because of the fundamental rightness of all that was involved. The Worcester Trade School is, of course, the best concrete exemplification of the ideals which controlled him.

WORCESTER A QUARTER CENTURY AGO

July 1890

Y. W. C. A. Raise $60,000

In a canvass lasting several weeks, and ending July 5, 1890, the Young Women's Christian Association raised $60,000 for a new building. Large gifts were made by E. A. Goodnow and Albert Curtis, on condition that the entire amount should be raised by July 1. When that date arrived, the fund was $3,600 short, but the givers allowed three days of grace, not counting July 4, a holiday, to make up the balance. This was done, and the women canvassers by hard work during the remaining days allotted to them succeeded in practically bringing the fund up to the entire $60,000. The money was used for the construction of the present handsome and commodious Y. W. C. A. building on Chatham street.

Worcester, 80,000

During July, 1890, a considerable number of residents gave notice to the authorities that they had been overlooked by the United States census enumerators in the taking of the Federal census which was begun May 1 and continued for two months. All those who were not visited were requested to make the fact known, thereby increasing the city's population, which was found by the census to be something well over 80,000. Several discrepancies revealed by the census figures were brought to light and straightened out with the authorities of the census bureau at Washington.

General Secretary Resigns

The Y. M. C. A. was disappointed to learn by a letter received July 2, 1890, from R. H. Shelton, that Mr. Shelton felt compelled because of poor health, to decline the call given him to become general secretary of the Worcester Y. M. C. A. It had been hoped that Mr. Shelton could feel able to take the position, as his record and ability were such as to make him a most desirable man for the work. The secretaryship had been vacant for several months at that time, and several weeks was allowed to the consideration by Mr. Shelton of the call, hoping that he could give a favorable reply.

Locates Offices in Worcester

On July 22, 1890, the Card Clothing Makers' Association of the United States, in existence for ten years, and incorporated with a capital of $1,500,000, located its central offices in Worcester. This made the city the center of the industry throughout the country.

New Ministers Called

Two of the city's largest churches, the pastorates of which were made vacant during the spring of 1890, called new ministers in July of that year.

Old South Church, after hearing as a candidate Rev. Dr. Henry A. Rowell, pastor of the Lee Avenue Congregational Church, of Brooklyn, though so highly of him that it extended him a unanimous call on July 23, which he later accepted.

A few days later, Plymouth Church extended an equally united call to Rev. Dr. Archibald McCullagh, pastor of the Ross Street Presbyterian Church, of Brooklyn. Rev. Dr. McCullagh had preached at Plymouth Church a few Sundays previously, pleasing everybody who heard him. He was called on July 30. He also accepted. Thus both churches were supplied with new leaders from Brooklyn, long known as the City of Churches.

Dr. Daniel W. Niles

Dr. Daniel W. Niles, at one time city physician of Worcester, died on July 17, 1890, aged 60 years. He was a veteran of the Civil war and a Grand Army man. He had lived in the city for 15 years, and had practiced up to the time of his death, having a residence and office at 9 Orange street. He was a graduate of the Dartmouth Medical School, and a physician of high standing and recognized skill at the time of his death.

Labor News

Throughout July, 1890, the strike of union carpenters of Worcester for a nine-hour day and eight hours on Saturdays simmered along with occasional flare-up and more or less discontent on both sides. Toward the end of the month, however, the men and contractors both began to show plain signs of tiring and considerable talk was heard to the effect that the strike was not worth prolonging. No settlement was reached during the month.

A Hot Wave

Weather friends may be interested to know that Worcester was hit by a heat wave just 25 years ago the first week in July. The weather became sweltering and there was a good deal of suffering for the better part of a week.

EDITORIAL REFLECTIONS

The New Era in Business

FOR 25 years, or since about 1890, the Federal government, through the Supreme Court, the Department of Justice, the Interstate Commerce Commission, and the Congress has been telling the American business man *what he may not do.*

At first our great business interests, both railroad and industrial, took precious little stock in the attempts of the general government to regulate their affairs. The era of individualism which lasted up to the close of the Civil War was carried over into the corporate form of organization which sprang up at that time, when these vast masses of capital succeeded as a matter of necessity, the old days of partnership and single control. Jay Gould, Commodore Vanderbilt, Jay Fiske, J. Pierpont Morgan in the railroad world, T. Jefferson Coolidge in the textile world, John D. Rockefeller in Standard Oil, Andrew Carnegie in United States Steel, Tom Lawson in Amalgamated opper and so on, all typified and encircled the businesses with which they wire identified. There were literally giants in those days. It is not too much to say that people bought stocks or refrained from buying them because they either admired or hated the various great personalities identified with them. By the people we are referring to the market as a whole. Professionals of course have neither love nor fear for anybody. They are as willing to make money from their best enemy as they are from their worst friend.

As we have remarked this era of intense individualism continued for at least ten years after the passage of the Sherman Law. Indeed, it was not until 1900 that the American business man woke up to the fact that the Sherman law had teeth and horns and claws in it. He was not wholly to blame for his Rip Van Winkle sleep. He had always done what seemed good in his own eyes with his own, particularly if his counsel told him he might, and he considered these great properties which he had built up and in which he had perhaps a commanding interest, his own to do with as he saw fit.

But about the year 1900 cases began to filter into the Supreme Court in which it was sought to bring these corporations to book for unfair competition. Ida Tarbell started her famous series of articles on Standard Oil, and Tom Lawson's revelations in Everybody's, still further riveted public attention on the fact that the American people had created in the modern corporation, not the beneficent creature that it had been painted, but a Frankenstein which might destroy the republic itself if something was not done to curb his rapacity.

With that mercurial habit so characteristic of our people, Congress and the State Legislatures, which up to the close of the 19th century had granted the most extravagant privileges to these great aggregations of money, including the authorization of 999 year leases and other similar crazy mortgages on posterity, turned a double somersault in a night and began legislating *against* capital with even more ferocity and recklessness than they had hitherto endorsed and patronized it.

Instead of finding the government a friend, the railroads, the mines, the oil wells, the forests, the streams, found themselves locked up in a strong box labeled Conservation, and the managers of all these properties discovered that instead of dealing with their stockholders alone as had been the case theretofore, they must deal hereafter with their stockholders and Uncle Sam too. They were accustomed to deal with their stockholders, somewhat summarily it must be confessed, yet after a fashion, but they did not find it so easy dealing with the government.

Followed a period of examination, exasperation and exoneration lasting through the latter part of Roosevelt's and Taft's entire term.

With the inauguration of Mr. Wilson began a new era of constructive criticism of business methods, resulting for the first time in 20 years, in two bills calculated to regular business practices and changing the language of the statutes from "unfair competition" to "unfair methods of competition."

The two bills referred to are of course the Clayton Act and the Federal Trade Commission law, the latter specifically designed to regulate all other classes of business, as the Interstate Commerce Commission regulates the railroad business.

About the Clayton bill we know as yet but little, but we are beginning to find out something about the temper and thought and trend of the men composing the Federal Trade Commission, and we are entitled to our own private guess as to what they will do along given lines.

One of these lines is the export game as it is called in the business world, a subject that must increasingly interest every live manufacturer in this city and in this country.

The Federal Trade Commission has now conducted hearings in Boston, New York and elsewhere to obtain the views of American manufacturers and exporters as to the possibility of our arranging under the law for free cooperation and combination in export trade, a privilege hitherto denied us under the Sherman law as construed. The proponents for a more liberal construction furnished the Commission with much valuable advice favorable to an amendment to the Sherman law, making it plain that its inhibitions shall not include agreements about price, division of territory, etc., in exclusively export business.

To the gratification of the American manufacturer the attitude of the Commission was found to afford a distinct impression of friendliness; it seems that its members favor absolute freedom in export trade for any kind of a combination or agreement that does not injure the domestic consumer or restrain domestic competition, also that they are of the opinion that the law as it now stands permits any such combination, except where it can be positively shown that unreasonable

monopolistic activity against American competitors or consumers existed.

Just how the Commission will clarify the situation so that the American manufacturer can go ahead in combinations abroad in perfect security does not yet appear, but it is hoped that this will be forthcoming promptly, either through an announcement of a more liberal policy than has hitherto prevailed or else by a recommendation to Congress for further perfecting legislation.

In any event the American business man will feel relieved to find that the Federal Trade Commission, which has such tremendous power, is inclined to deal fairly with a very much harassed and misrepresented body of our citizenship.

For 15 years the American capitalist has been held up to the gaze of the world as an unmitigated scoundrel who must be restrained, if necessary, by force of arms. It will be a great source of satisfaction and a tremendous impetus to our commerce if it shall finally appear that this latest government collection of inquisitors are inclined to deal fairly, rather than unfairly, with the honest corporations in our land. The dishonest ones have never been entitled to anything but the ax, and there is no disposition, so far as we know, on the part of anybody to protect them either from the wrath of the Sherman law, the Clayton law or the Federal Trade Commissioners.

June Directors' Meeting

Steps Taken To Get Worcester County Its Share of the New State Highway Appropriations—Union Station and Washington Square Improvements Discussed

The meeting of the Board of Directors Friday evening, June 18, at 8 o'clock, Hon. J. Lewis Ellsworth, president in the chair and the following directors, constituting a quorum, present: Chandler Bullock, Richard J. Healey, Charles H. Norton, Robert W. Rollins, George W. Ward, Walter H. Allen, J. Harvey Curtis, Mark N. Skerrett. Absent: Wallace T. Morley, William J. Woods, Walter D. Ross, C. Herbert DeFosse, William H. Sawyer, John E. Bradley, Albert A Spaulding, Albert H. Inman, Curtis R. Blanchard, Moses Gross, Edward F. Fletcher.

The records of the last meeting of the directors and the meetings of the executive committee were read and approved.

A letter was read from County Commissioner George W. Cook calling attention to the poor state of the highway running from Athol through Petersham, Barre, Oakham, Rutland and Holden to this city. Mr. Cook stated that the act which recently passed the Legislature authorizing the expenditure of $2,000,000 in building and improving certain highways located in the western counties of the State, beginning with Worcester, ought to interest this organization inasmuch as it was a county organization and he asserted that the section of country through which this highway passes is devoted largely to agriculture and is suffering because of its inadequate transportation facilities. It was the sense of the directors that this matter shall be taken up with the Highway Commissioners at once and the president is authorized to appoint a committee to co-operate with Mr. Cook in securing our portion of the appropriation for the purpose mentioned. Mr. Ellsworth appointed as such committee, Richard J. Healey, Chandler Bullock, R. W. Rollins, Charles H. Norton and Harding Allen of Barre, and it was suggested that Mr. Cook be notified of their appointment and asked to co-operate with them.

A communication was read from J. Harvey Curtis commenting on the apparent unpreparedness of the United States to defend itself against a foreign enemy, and it was the sense of the directors that Mr. Curtis' criticism of our weakness and inability to defend ourselves from a military standpoint was well taken, and that Congressman Winslow and the Senators from this State be informed of our views in this connection and that we correspond with the leading commercial organizations of the United States and ask them to take similar action with reference to their Congressmen and Senators.

Communications were received from His Honor the Mayor and from Arthur C. Comins of the City Planning Board, and a former director of this chamber, with reference to the conditions of affairs in Washington Square, where buildings of an inartistic type had been erected on land of the Boston & Albany Railroad calculated to still further cheapen and discredit the city at that point.

A discussion ensued as to the whole situation at Washington Square, both outside and inside the Union Station. It was felt that the Boston & Albany Railroad was not pursuing a wise and liberal course in its management of affairs in connection with the operation of the Union Station, as well as in keeping up the surroundings to that building, and it was finally voted that the whole matter be referred to the Bureau of Civic Affairs, and that they be empowered to act with our transportation committee and with the City Planning Board in taking up with the Boston & Albany Railroad the conditions in Washington Square in an effort to secure their improvement.

The directors had brought to their attention a lengthy and exhaustive report from the transportation committee of the Oakland, Cal. Chamber of Commerce, with reference to the jitney, included in which was an ordinance passed by the city of Denver, Colorado, in effect January 25, 1915, compelling the jitneys in that city to obtain a franchise.

It was the opinion of the directors that the jitneys as at present operated in this city were a danger to life and limb and an injury to property, and it was felt that a committee should be appointed to consider the legal aspects of this new method of transportation and to take the whole subject of their regulation under consideration. President announced that he would appoint this committee later.

There was read for information communications from Samuel Rosenfelt of St. Louis, an officer of the National Association of Mercantile Agencies, requesting us to withdraw our resignation to membership in that body on the part of the Fidelity Mercantile Agency operated by this chamber, and a similar letter received from Clarence King of the Beacon Adjustment Company, Springfield, Mass. Inasmuch as our resignation in the National Association of Mercantile Agencies does not take effect until August 1st, it was felt that no action looking towards the reconsideration of our resignation should be taken at this time.

Adjourned.

(Signed)

HERBERT N. DAVISON,
General Secretary.

WORCESTER CHAMBER OF COMMERCE
WORCESTER, MASSACHUSETTS, U.S.A.

"IN THE HEART OF THE COMMONWEALTH"

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Vice President, CHANDLER BULLOCK
General Secretary, HERBERT N. DAVISON
Treasurer, H. WARD BATES
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JOHN E. BRADLEY, *Chairman Industrial Bureau*
ALBERT H. INMAN, *Chairman Mercantile Bureau*
WILLIAM H. SAWYER, *Chairman Bureau of Civic Affairs*
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The Traffic Bureau

Traffic Manager
JOSEPH H. LANE

Assistant Manager
HENRY A. ROUSSEAU

The Bureau of Mercantile Affairs
WILLIAM J. CONLON, *Secretary*

Current Events

General

June 7. Bronze tablets unveiled at Boys' Trade School to perpetuate memory of Milton P. Higgins, father of public trade school movement in America.

8. Fiftieth jubilee celebration of Worcester Polytechnic Institute opens with dedication of new alumni athletic field; formal exercises commemorating anniversary held the following day in Mechanics Hall.

12. Ninth Regiment, M. N. G., guests of Emmet Guards at field day in Worcester.

13. Children's Day observed by all Protestant churches of Worcester.

14. Flag Day observed in schools and by various patriotic organizations.

16. Governor David I. Walsh presents diplomas to graduating class of Holy Cross College.

17. Frank H. Robson, founder and for 15 years headmaster of the Bancroft School, announces his retirement to enter a business enterprise.

Seventy degrees conferred at joint commencement of Clark University and Clark College.

Over 550 attend annual outing of Chamber of Commerce to Cape Cod Canal and New Bedford.

19. Total of 12,000 people attend mid-summer festival of Swedish National Federation at Greendale.

20. General Ballington Booth of Volunteers of America speaker at Piedmont Church.

24. Worcester County Commandery, K. T., go to Providence to observe St. John's Day.

Walter S. Doane of this city elected third vice-president of Massachusetts Pharmaceutical Association.

30. Many Worcester people attend 150th anniversary celebration of Paxton.

City Affairs

June 5. Mayor Wright begins preliminary plans for construction of new $250,000 bridge at Lake Quinsigamond.

11. Building permits in Worcester for first five months of 1915 total $1,147,213.

Planning Board organizes with Edwin H. Marble as chairman and Mark N. Skerrett as secretary.

15. City solicitor rules that city laborers must work full year to be entitled to vacation with pay.

Representative Robert M. Washburn announces his retirement as representative from Ward 10 after eight consecutive terms.

18. Alderman Daniel W. Lincoln and Mr. Dana M. Dustan announce candidacies for republican nomination for representative in Ward 10.

21. Playground Commission announces staff of teachers to have charge of work beginning July 1.

Order granting two weeks' vacation with pay to skilled laborers employed by the city adopted by City Council.

22. Compulsory gymnasium work for first year pupils in Commerce High School advocated by sub-committee on health of School Committee.

Channing Smith of Leicester announces candidacy for republican nomination for Governor's Council.

25. Worcester High Schools graduate a total of 533 pupils.

28. School Committee reelects teachers for 1915-16 including Edward R. Goodwin, principal of Classical High School.

City Council authorizes loan of $40,000 for new police station and $40,000 for addition to Midland street school.

29. Repair work on schoolhouses to the amount of $12,000 recommended by Public Building Committee.

Industrial

June 2. Estate of late John C. MacInnes appraised at $638,000.

7. Annual convention of National Association of Corporation Schools opens at Hotel Bancroft.

9. Francis H. Dewey of this city elected president of the New England Securities and Investment Co.

10. Twentieth anniversary of incorporation of Bay State Savings Bank celebrated with dinner of incorporators at Washington Club's Lake quarters.

11. M. Thomas O'Leary buys New York interests in L. W. Pond Machine & Foundry Co. and acquires sole ownership of corporation.

18. Stock of new Park Trust Co. offered to public for $135 a share.

23. Thirteenth annual outing of Worcester Branch National Metal Trades' Association held at Fitchburg and Watatic lake.

25. Sixth annual outing of Worcester Traffic Association at Edgemere draws 150 railroad men.

28. Annual conference of general agents of State Mutual Life Assurance Co. opens in this city.

29. Fire loss in Worcester for fiscal year totals $537,132, an increase of $133,298.

30. Worcester Consolidated Street Railway Co. and employees reach agreement of schedule of wages.

Necrology

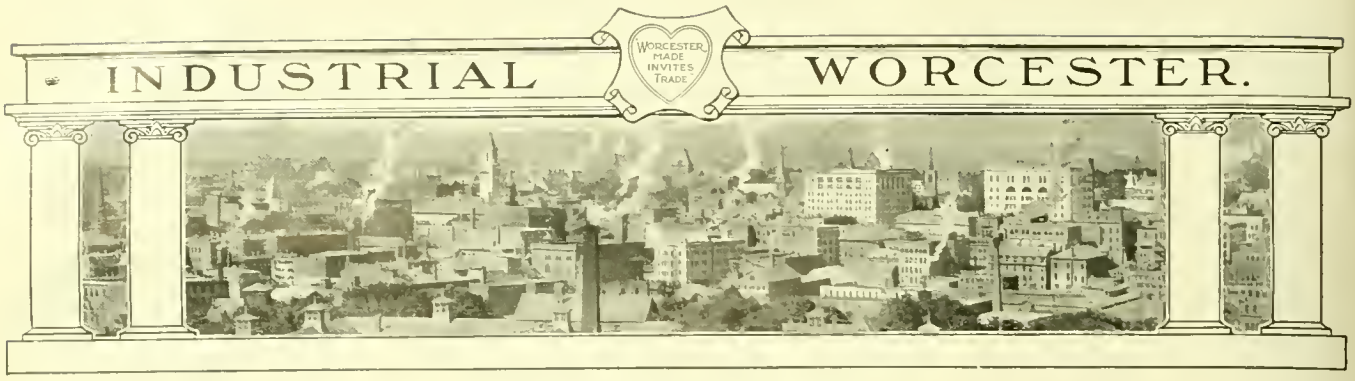
June 19, of dropsy, at his home, 118 Elm street, Joseph Beaudry, widely known horseman, aged 42 years.

23. Of injuries and shock from railroad locomotive on B. & A. tracks, Albert G. Lewis, proprietor of North Main Market, aged 48 years.

Whittall Salesmen Honored

W. H. Redmond, East Orange, N. J., a representative of M. J. Whittall carpet mills, won one of the Overland touring cars for highest efficiency in salesmanship, in a contest conducted by the Rice Leaders of the World Association. By invitation, the company which Mr. Redmond represents is a member of the association and is highly esteemed.

In addition to the prize won by Mr. Redmond, five other salesmen for the Whittall carpet mills gained such credits with their firm that they will receive substantial remembrances. They are: John P. Clynes, Walter S. Lewis, Orrie S. Horton, William Feldhusen and Augustus P. Slett. These awards are in the form of specially designed solid gold Elgin watches, each worth $200.



The Restaurare Institute

The accompanying illustrations give an idea of the magnitude and excellent location of the "Restaurare Institute," the new home of the Worcester County Medical Institute of which Mr. John H. Brownell, chairman of the Convention Committee of the Chamber of Commerce is director.

The property is located at 15 Oread street, just off Main street, and was for many years the home of the Estabrook family of this city.

The mansion has been thoroughly renovated and furnished and, for the purposes intended, compares favorably with any private sanitorium in this section. It was thrown open for use during the past month, when the quarters at 40 Wellington street occupied by Mr. Brownell for four years were closed.

The Institute Company specializes in the cure of alcoholism and drug addictions with specific internal medicines and had all the handicaps and obstructions created by quack medical companies to overcome before it secured a standing as a reputable concern. To obtain this it placed its proposition before the profession in the following language:

"Experience proves that the Brownell Method of Cure of

Exterior of the New Restaurare Institute

coholism and other narcotic drug diseases and allied ailments ads the world in accomplishment. It is a perfect medical eatment given only by physicians. It is a product of scientific vestigation, knowledge and experience of master minds in edicine and chemistry.

"The Institute Company invites the investigation of medical en. It is willing to demonstrate the Brownell treatment before

THE GENERAL OFFICE

e medical staff of any public hospital, or before any medical sociation, or committee appointed by such association; or to emonstrate its method of treatment and cure to the satisfac on of any committee appointed by any state or municipality; to any individual or company of individuals seeking to benefit umanity through knowledge of the efficacy of such a specific."

Mr. Brownell's staff includes reputable physicians of the city nd among the hundreds of testimonials which he has are con ncing ones from employers of labor, clergy and physicians.

The Worcester County Medical Institute Co. is a Massachu etts corporation chartered to do business in Worcester County.

THE RECEPTION ROOM

is operated under the medical superintendency of Robert W. uiler, M. D., with a staff of local physicians. The other officers re John H. Brownell, president; Frank H. Sawyer, treasurer; . B. Brownell, secretary.

The parent company, also a Massachusetts corporation, capi lized at $100,000, is controlled by Mr. Brownell, with Dr. uiler as president.

Dr. Guiler has been associated with Mr. Brownell several ars. He is a graduate of Harvard, Boston City and Lying-in Hospitals and saw service in Cuba as a First lieutenant assistant surgeon in the United States army. He has a permanent private practice in the Newtons.

Work in the missionary fields of Detroit with Mrs. Brownell for more than 20 years has given Mr. Brownell an admirable temperament to handle those fallen through alcohol and drugs.

Their missionary work continued here in the East, after Mrs. Brownell was advised to try New England climate to restore her health and in the city of Lynn, where they first located, comes flattering testimonials of their labor in temperance, church and mission circles.

Mr. Brownell has also been a life long student and writer of the Moral and Ethical Philosophy of Free Masonry. He founded and was chief editor for 15 years of "The American Tyler," the most widely read Masonic journal published during that period.

He also wrote and published "Gems from the Quarry and Sparks from the Gavel" in three volumes, which many Masonic scholars consider the rarest and most complete Masonic Mosaic ever placed within reach of the craft.

King Printing Patent Granted

George W. King, of Geo. W. King & Son, printers located at 371 Main street, have been granted a patent for the reproduction of steel die and copper plate printing by a new process of printing. By this new method the cost of the die is eliminated, as any type form, electrotype, or printing plate may be made to give the exact effect of steel die or copper plate printing.

After having worked on the patent for nearly four years and having perfected it to such a degree, a patent was applied for and granted. The scope of this work even exceeds that of the genuine steel and copper printing, as it can be worked in connection with regular printing and thus made to give unusual effects. At its present state it is possible to turn out the work with much more rapidity than is possible by the steel die process.

Experts who have examined this work declare it to be a wonderful reproduction of the steel die work, and even go as far as saying it is superior. Mr. King claims it positively will not crack or come off the sheet, and cannot be removed from the paper, being as indestructible as the paper itself. In the case of announcements or wedding invitations it is particularly adaptable, as the work can be done for about half of what it would cost to cut a copper plate in old English or a shaded letter.

Manufacturers have found it to their advantage to use this process for announcements and the like, and have been able to get very quick service, as well as excellent results. Orders have been received from different parts of the country, and it is the intention of Mr. King to license the right for use of same in large printing centers, where the most skilled workmen are found. It is a process which takes great care and skill in order to get the best results and is in fact a trade of its own.

Acquires Full Control

M. Thomas O'Leary, president, treasurer and general manager of the L. W. Pond Machine & Foundry Co., Madison, Gold and Assonet streets, celebrated his 21st anniversary of connection with the business last month by becoming the sole owner. He bought out the interests of New Yorkers in the company, whereby he secures the $80,000 worth of holdings in the corporation, and in the future it will be conducted as a strictly Worcester enterprise.

In taking over the big plant, which is the largest of its kind in Worcester, Mr. O'Leary has plans under way for expansion which will practically double its producing capacity. This involves the use of the entire four story and basement brick building at 1 Assonet street for years occupied by the Parker Wire Goods Co., and the removal of the offices to the two story brick building at 12 Gold street, used by the company for the storage of patterns. Many improvements are to be made in the buildings, and when completed the company will have one of the most up to date foundry plants to be found in this section.

Extensive alterations are planned which will mean additional equipment in the way of machinery and which will provide work for more hands when completed. The company employs about 500 at present, its plant is operated day and night, and it has sufficient orders on hand to insure work for many months ahead.

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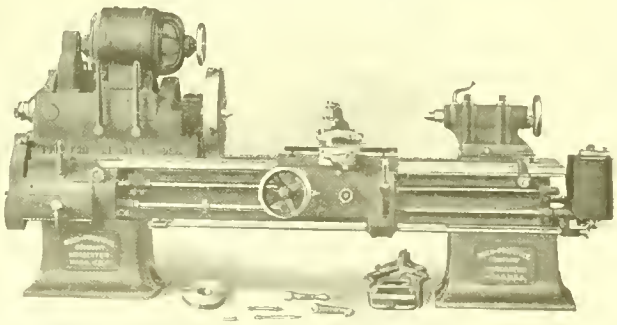


E. B. LUCE

EXPERT PHOTOGRAPHER OF MACHINERY
WALKER BUILDING
TELEPHONE

The George W. Carr Company

CONTRACTORS

Careful Construction by Competent Craftsmen

518 Main St. Worcester

You will benefit the city station that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

Holmes Electro Foundry

19 CHURCH STREET
WORCESTER, MASS.

MANUFACTURERS OF

Quality Electrotypes in Copper, Nickel or Steel

Use Holmes Wet Lead Steel Faced Halftone-Electros and get results.
Give us a trial on your next order.

Telephone, Park 4790—4791

"BUY IN WORCESTER"

Automobile Supplies
Accessories
Tools

of the

Highest Grade and Best Selection

Gasoline 16c a Gal.
Oils and Greases

ALSTEN & GOULDING CO. WORCESTER MASS.

Free Air Supply

A FEW OF OUR LEADERS

Norwalk Tires and Tubes, Stewart Horns, Alding Spark Plugs, Leakproof Piston Rings, "Oilzum" Oils and Greases, Columbia Batteries.

"Blue Books," Lighting Systems, Tire Covers, Brake Lining, Carburetors.

Everything for Autos

Alsten & Goulding Co.

36 Foster St., corner Waldo Worcester, Mass.

"THE RUBBER TIRE CORNER"

MULTIGRAPH LETTERS

We make them and make them

RIGHT

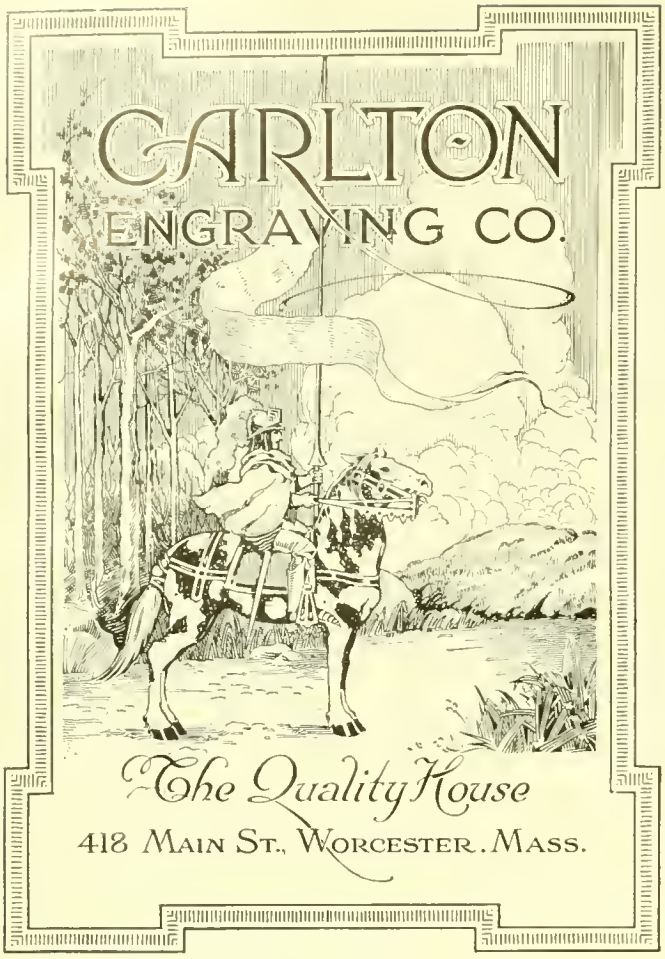
The Commonwealth Press Printers Worcester, Mass.

COMMONWEALTH PRESS

GRAPHIC ARTS BUILDING

The Home of CLEAN COAL
9 Pleasant St.

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade



People's Savings Bank

450 Main Street ∴ Worcester, Mass.

A Regular Savings Bank
Under strict laws of this Commonwealth

Deposits are received every Saturday Evening from 6 to 8 o'clock
In addition to usual hours

Banking by mail will receive prompt attention

CHARLES M. BENT, President
FREDERICK W. WHITE, Treasurer
GEORGE E. RYAN, Assistant Treasurer

Incorporated 1868

Worcester Trust Company

Capital, $1,000,000
Surplus and Profits, $550,000
Total Resources, $11,000,000

Transacts a General Banking business and authorized to act as Executor, Administrator, Guardian and Trustee.

Issues Letters of Credit, Foreign Exchange and Travelers' Checks.

Main Office,—342-344 MAIN STREET, STATE MUTUAL BUILDING
City Hall Branch,—12 FRANKLIN STREET, WORCESTER TRUST BUILDING
Lincoln Square Branch,—11 MAIN STREET

You will benefit there by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

THE PRODUCT OF EXPERIENCE—THE OLD RELIABLE WALKER MAGNETIC CHUCKS
FULLY GUARANTEED, ALL SIZES

O. S. WALKER & COMPANY, Worcester, Mass.

Worcester Machine Screw Company
Standard Screw Company Successor
Set Cap and Machine Screws and Special Parts
Worcester, Mass.

MANUFACTURERS OF ALL KINDS OF

Drive Chains and Sprockets

For Commercial Cars

We make a specialty of keeping in stock chains and sprockets for all kinds of standard commercial cars.

Chain Drives for Machinery

We are prepared to advise and quote on desirable chains and sprockets suitable for machine drives.

Baldwin Chain & Mfg. Co.
Worcester, Mass.

WIRE—SPRINGS
AND
WIRE SPECIALTIES

MORGAN SPRING CO.
WORCESTER, MASS.

R. L. GOLBERT
Pres. and Treas.

A. B. TAYLOR
Vice-Pres. and Supt.

L. A. WHEELER
Secretary

Golbert Last Co.

54 Commercial Street
WORCESTER, MASS.

Boston Office
28 Lincoln Street

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

Standard Foundry Co.

IRON FOUNDERS

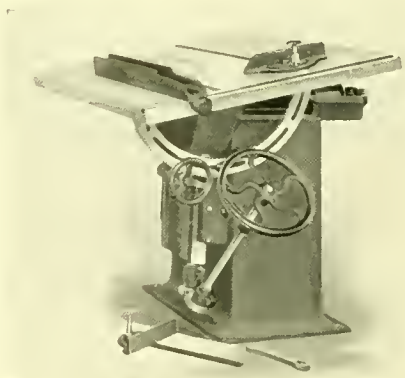
Special attention given to the Manufacture of High Grade

Machinery Castings

TAINTER AND GARDNER STREETS
WORCESTER, MASS.

Made in Worcester.

Improved Circular Sawing Machine



With Solid Frame and Tipping Table

This machine is designed for ripping and cross-cutting and its application is almost unlimited. Size of table 2 feet 10 inches by 3 feet 8 inches. Weight, 850 lbs.

Price $100.00

Manufactured by
R. E. Kidder : 13 Hermon Street Worcester, Mass.

The Sure Way To Keep Nuts From Jarring Loose IS TO USE

AMERICAN WIRE LOCK WASHERS

National Pattern — Positive Pattern — Plain Pattern

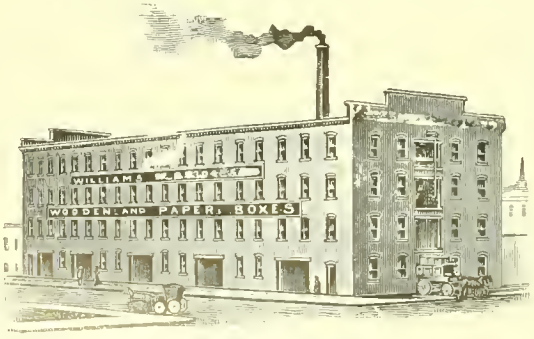
One department of our business is devoted to the manufacture of Lock Washers known as our National Pattern, Plain Pattern, Positive Pattern. Made in all sizes and weights for all purposes.

Send for Catalogue "A"

HOBBS MANUFACTURING COMPANY

26 SALISBURY STREET WORCESTER, MASS.

EVERY VARIETY
OF WOODEN AND PAPER
ALSO CLOTH COVERED BOXES



BOXES

One of the Most Complete Plants in Massachusetts

WILLIAMS & BRIDGES CO.
Manufacturers
72-86 Central St., Worcester, Mass.

Made in Worcester.

SHEET STEEL STAMPINGS

We make a specialty of sheet metal stampings and

Deep Drawn Work

finished in Nickel, Brass and Copper.

LET US ESTIMATE ON YOUR WORK.

Case-hardening to meet particular requirements.

MATTHEWS MFG. CO.

Worcester, Mass.

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

The Company has been for seventy years, and is today, the leading exponent of the true principles of Pure Mutuality. The contracts issued embody every desirable feature known to modern life insurance.

Remember! No stockholders to make a profit on your insurance. The policy holders are the Company.

January 1, 1915

Assets,	$46,516,911.22
Liabilities,	43,315,986.56
Surplus,	$3,200,924.66
Insurance in force,	$179,895,636

Barrett & Snow

General Agents

306-7-8 9-10 State Mutual Bldg.

Worcester National Bank

11 FOSTER STREET

AMPLE CREDIT and COLLECTION FACILITIES

WOMEN'S DEPARTMENT FOREIGN EXCHANGE

SAFE DEPOSIT BOXES

JOHN E. WHITE, President S. D. SPURR, Cashier

F. M. HEDDEN, Assistant Cashier

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Worcester, City of Prosperity, invites your trade

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Baldwin Chain & Mfg. Co. xi
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Bradley Car Co., Osgood iii
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Worcester County Medical Institute Co. xii
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Wright Wire Co. iii
Wyman & Gordon ..... Inside front cover

HEYWOOD SHOES

FOR MEN and WOMEN

415 Main Street

WORCESTER, MASS.

Jackson Street Foundry

Light and Heavy

IRON CASTINGS

J. A. COLVIN, Proprietor

52 Jackson St. Worcester, Mass.

Worcester County Medical Institute Co.

(MASSACHUSETTS CORPORATION)

15 Oread Street, Worcester

TREATS EFFECTIVELY

ALCOHOLISM and DRUG DISEASES

as diseases. Its Physicians use Brownell's Specific, a remarkable scientific discovery. Alcoholics sobered in 30 minutes; craving destroyed forever instantaneously. No ill effect during or after treatment. Moderate drinkers and periodics, when sober lose no time. Patients usually return to their homes and business in from 24 to 48 hours. Patients can be treated at their homes.

Big firms and big men have protected their "live assets" by sending valuable employees to the Institute Co. for treatment. It has proved a good investment.

Hon. James Logan, Vice-President of the U. S. Envelope Co., former Mayor of Worcester, saw a patient sobered in 20 minutes nearly four years ago, and has kept him under observation since. Of the treatment Mr. Logan says: "It would seem as if the day for miracles had not yet passed away, for the way in which 'Brownell's Restaurare' works certainly borders on the miraculous."

Under the Brownell method the drug addictee is permanently delivered without the physical suffering accompanying other treatments.

"*The Conquest of Alcohol and Opium*" sent on application. It's good reading.

You will benefit the [illegible] as this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication

Worcester, City of Prosperity, invites your trade

WHEN YOU NEED OFFICE HELP

Call upon our Employment Department and we will place you in touch with office assistants that are carefully trained and fully competent to fill the position.

You will, in this way, secure the right kind of help without any inconvenience or delay, as we never recommend a student unless we are sure of the requirements of the position.

Experienced and inexperienced office help furnished without charge to either employer or employee.

C. B. POST, Proprietor

Worcester Business Institute

Telephone 5218

476 Main Street :: opposite City Hall

VERITAS — CERTIFIED PUBLIC ACCOUNTANTS — NEABCO — PRODUCTION ENGINEERS

New England Audit Company

Incorporated under Laws of Massachusetts

Certified Public Accountants
Auditors, Industrial Engineers, Systematizers

FREDERICK J. HILLMAN, C.P.A. — Pres. and Gen. Mgr.
CHARLES O. WALKER, C.P.A. — Mgr. Audit Dept.
FRANK B. MESSINGER, C.P.A. — Mgr. Boston Office
WALTER M. CURTIS, S.B. — Mgr. Engineering Dept.

WORCESTER OFFICE
633 State Mutual Bldg. FRANK B. MESSINGER, C.P.A., Local Mgr.

SPRINGFIELD WORCESTER BOSTON

DO YOU LIKE THE WORKMANSHIP OF THIS MAGAZINE?

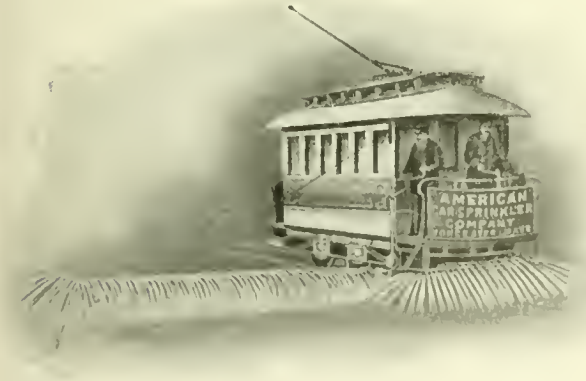
WE PRINT IT EVERY MONTH FOR
THE CHAMBER OF COMMERCE

There are many reasons why you should let us give you an estimate on your next printing job,—if you are looking for quality work, first-class service and reasonable prices.

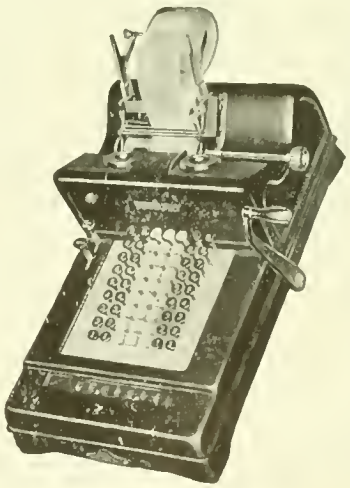
BELISLE PRINTING & PUBLISHING CO.

112 FRONT STREET TELEPHONE, PARK 380 WORCESTER, MASS.

TO LAY THE DUST



AMERICAN CAR SPRINKLER CO.
WORCESTER, MASS., U. S. A.



Style 310
Burroughs Visible Desk Machine
$175.00, Direct from factory

WHY A BURROUGHS?

Because in its field it has no equal at any price.

BURROUGHS ADDING MACHINE CO.

Builders of
Adding, Listing, Bookkeeping and Calculating Machines.

830 Slater Building
Worcester, Mass.

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

Do You want Export business?

Not only must the usual Home Trade be supplied but the one chance to retrieve the loss of our European Market is to satisfy right here the tremendous demand for the goods we have always imported, and to make for the Foreign Trade the things they have been buying in Europe. WHO IS GOING TO DO IT? WHY NOT YOU?

Are you making the class of goods that you can stand back of—that will win you re-orders and that will be a credit to the stamp "Made in Worcester, U. S. A."?

Do you know who needs your goods and how to go after this foreign trade? Do you know trade conditions, trade routes, rates of shipment, cost of exportation, how to pack your goods to meet the peculiar conditions, and the hundred and one other necessary bits of information?

The Foreign Trade Committee of the Worcester Chamber of Commerce has been for some time, and is now, working with the Department of Commerce of the United States, studying the situation as it applies to every one of you. They can give you all this information—specific and reliable—right here in your own city.

The National City Bank of New York is back of you too. Its chain of banks in South America is established and ready to furnish credit reports and market information that your financial safety may be guarded.

Everything possible has been done for you—it only remains for you to take advantage of the opportunity. ONCE THIS TRADE IS YOURS IT NEED NEVER GO BACK. Write the Committee on Foreign Trade, or call on the

WORCESTER CHAMBER OF COMMERCE

Page 1

The Worcester Magazine Illustrated

MAY 19 1944

Washington Square Postoffice—New Asher Building

AUGUST, 1915

$1.50 per year

Published by the Worcester Chamber of Commerce
WORCESTER, MASS., U. S. A.

15 cents the copy

A New Small Bore Shotgun

Particularly adapted for taxidermists and collectors, also an ideal gun for ladies and boys. The new .410 Shell and the popular .44 Caliber Cartridge are among the loads handled by this model.

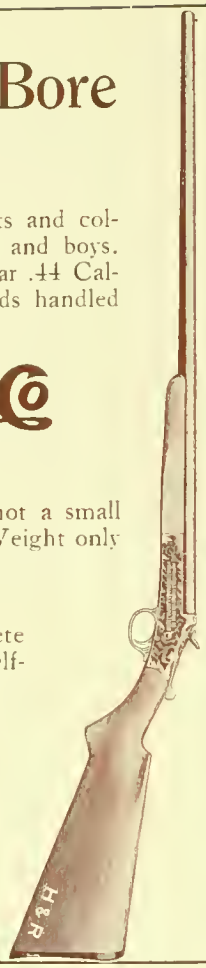
H&R ARMS Co

MODEL 1915

A small bore gun throughout, not a small bore gun on a 12 guage frame. Weight only 4 to 4¾ lbs.

Write for a Catalog of our complete line of Revolvers, Shotguns and Self-Loading Pistols.

HARRINGTON & RICHARDSON ARMS COMPANY
WORCESTER, MASS.
U. S. A



The Samuel Winslow Skate Mfg. Co.

Worcester, Mass., U. S. A.

Makers of

WINSLOW'S Skates

THE BEST ICE AND ROLLER SKATES

THE BEST AND MOST WIDELY KNOWN SKATES IN AMERICA. THE BEST AND MOST WIDELY KNOWN SKATES THE WORLD OVER

STOCKS CARRIED IN

WORCESTER, NEW YORK, LONDON, BERLIN, PARIS, SYDNEY, BRISBANE, AUSTRALIA, DUNEDIN, AUCKLAND, WELLINGTON, NEW ZEALAND

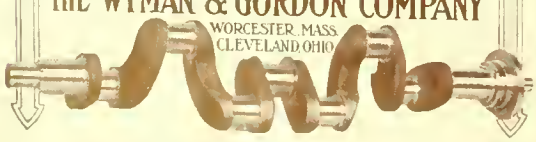
DROP FORGINGS

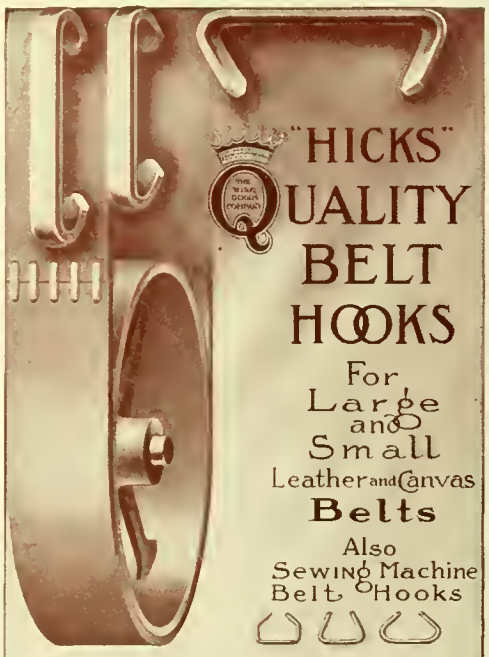
Gears, Axles, Crank Shafts Steering Knuckles and other parts where strength and reliability are required are best Drop Forged and toughened by our heat treatment

We use the best steels, specified, analyzed and approved by our own Physical and Chemical Laboratories, thereby assuring a uniform product

Send Blue Prints for Estimate and Engineering Advice

THE WYMAN & GORDON COMPANY
WORCESTER, MASS.
CLEVELAND, OHIO





"HICKS" QUALITY BELT HOOKS

For Large and Small Leather and Canvas **Belts**

Also Sewing Machine Belt Hooks

Send for Samples and Prices

"EVERYTHING IN WIRE"

THE WIRE GOODS COMPANY
Worcester, Massachusetts, U.S.A.

WRIGHT WIRE COMPANY

WORCESTER, MASSACHUSETTS

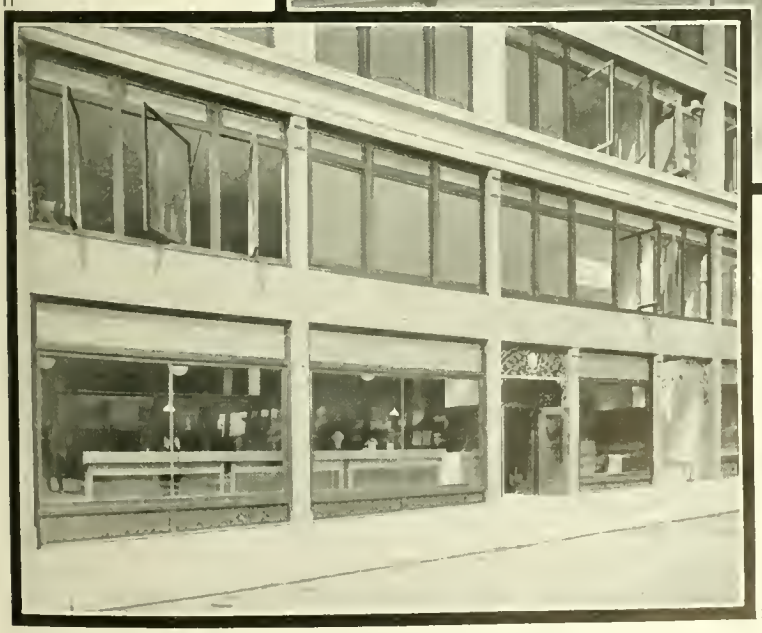
ORNAMENTAL IRON and WIRE WORK

Elevator Enclosures
Doors and Cabs

Counter Railings, Grilles
and Wickets

Fascias and Grille on the New Asher Building, Worcester

Post Office Fixtures in new Washington Sq. Station, Worcester



We supplied and installed the above iron work at the New Asher Building, Worcester

Write us for Catalogs and Estimates

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE yourself, the advertiser and the publication Worcester, City of Prosperity, invites your trade

"Quality Always First"

THE
CORBIN
HARDWARE

USED THROUGHOUT
THE NEW

ASHER BUILDING

WAS FURNISHED
BY

DUNCAN AND
GOODELL CO.

404 Main Street

Worcester's Leading Hardware Store

STANDARD PLUNGER
ELEVATORS

are installed in

THE ASHER BUILDING

Insuring absolute safety
and maximum economy
in operation and main-
tenance

Our Engineers are at Your Service

STANDARD PLUNGER
ELEVATOR CO.

MAIN OFFICE AND FACTORY, 243 STAFFORD ST.

WORCESTER, MASS.

TEL., PARK 3176-3177

DOLAN ELECTRIC
COMPANY

Electrical Contractors
and Engineers

Installed the WIRING
and LIGHTING FIX-
TURES in the new
Asher Building

Telephone Park 2507

Worcester, Massachusetts

Safety First

Applies Also to the
Contractor
You Engage

THE
GEORGE W. CARR
COMPANY

(H. C. WILSON)

518 MAIN ST., WORCESTER

You will [illegible] future that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

Telephone By-Paths

Most of the places which can be reached by a toll call are towns and villages where the salesman seldom goes because train service is infrequent. *Telephone Service is constant.*

Every merchant or jobber has within his grasp, in a radius even so small as fifty miles, an amount of business worth going after by telephone, but as yet unknown to him. That business could be his instead of going to distant mail order houses. He need not travel, for the telephone trade or visit can be made at any time.

Traveling salesmen at various junction points along main traveled routes can reach by telephone many small places which otherwise might not be included in their itinerary because of the time and expense involved in a call in person. *The Telephone line is direct, and there are practically no unreachable localities.*

This company can connect with over 700 central offices in Maine, Massachusetts, New Hampshire and Vermont.

Over 3,100 named localities connected with those central offices can be reached by a toll call.

There are 189,000 telephones in Boston and its vicinity; there are 193,500 stations in the remainder of Massachusetts; Vermont has 35,000 stations; New Hampshire has 50,000 stations; and there are 78,000 stations in Maine.

From any one of over 18,000 telephones in Worcester you can talk to any other telephone in New England.

New England is not the limit of your communication, however; just tell the toll operator where you want to send your voice.

There will be no charge on a particular party toll call if you are not connected with the person whose name you have given to the toll operator.

New England Telephone and Telegraph Company

C. J. ABBOTT, District Manager

NEW ENGLAND TELEPHONE & TELEGRAPH COMPANY · BELL SYSTEM · LOCAL LONG DISTANCE TELEPHONE

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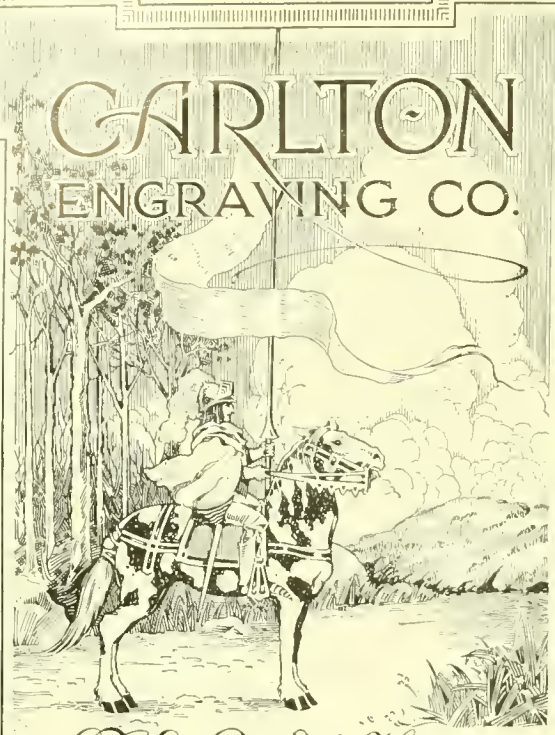

CARLTON
ENGRAVING CO.

The Quality House

418 MAIN ST., WORCESTER, MASS.

People's Savings Bank

450 Main Street ∴ Worcester, Mass.

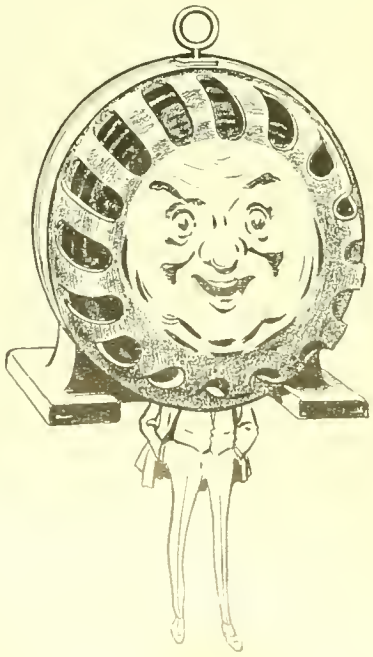
A Regular Savings Bank
Under strict laws of this Commonwealth

Deposits are received every Saturday
Evening from 6 to 8 o'clock
In addition to usual hours

Banking by mail will receive prompt attention

CHARLES M. BENT, President
FREDERICK W. WHITE, Treasurer
GEORGE E. RYAN, Assistant Treasurer

An Easy Way to Increase Plant Efficiency is to Change the Power from Engines to Motors



AND USE

ELECTRIC POWER

FROM THE LINES OF THE

WORCESTER ELECTRIC LIGHT COMPANY

375 Main Street Telephone, Park 1600

Purveyors of Electricity for Power, Light and Heat

You will benefit the [illegible] station that [illegible] this advertisement in the WORCESTER MAGAZINE yourself, the advertiser and the publication Worcester, City of Prosperity, invites your trade

Worcester National Bank

11 FOSTER STREET

AMPLE CREDIT and COLLECTION FACILITIES

WOMEN'S DEPARTMENT FOREIGN EXCHANGE

SAFE DEPOSIT BOXES

JOHN E. WHITE, President S. D. SPURR, Cashier

F. M. HEDDEN, Assistant Cashier

Incorporated 1868

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Capital, $1,000,000

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City Hall Branch, 12 FRANKLIN STREET, WORCESTER TRUST BUILDING

Lincoln Square Branch, 11 MAIN STREET

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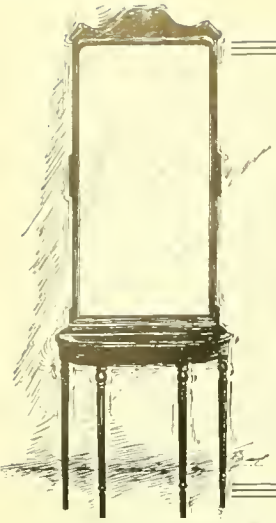

CARL NORBACK CO.

MANUFACTURERS

PICTURE FRAMES MIRRORS & FURNITURE

BURGESS LANG BLDG. WORCESTER, MASS.

REGILDING OF OLD FRAMES AND MIRRORS

REPAIRING AND REFINISHING OLD FURNITURE

OUR New Invention in Printing would dignify your Business Stationery. People who never meet you form their impression of your business from the Printed Matter which they receive from your office.

Geo. W. King & Son

Makers of Distinctive Printing

Worcester, Mass.

R. L. GOLBERT
Pres. and Treas.

A. B. TAYLOR
Vice-Pres. and Supt.

L. A. WHEELER
Secretary

Golbert Last Co.

54 Commercial Street
WORCESTER, MASS.

Boston Office
28 Lincoln Street

The Company has been for seventy years, and is today, the leading exponent of the true principles of Pure Mutuality. The contracts issued embody every desirable feature known to modern life insurance.

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Barrett & Snow

General Agents

306-7-8 9-10 State Mutual Bldg.

STATE MUTUAL LIFE ASSURANCE CO
OF WORCESTER
MASSACHUSETTS
IN THE HEART OF THE COMMONWEALTH
INCORPORATED 1844

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THE WORCESTER MAGAZINE

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1829

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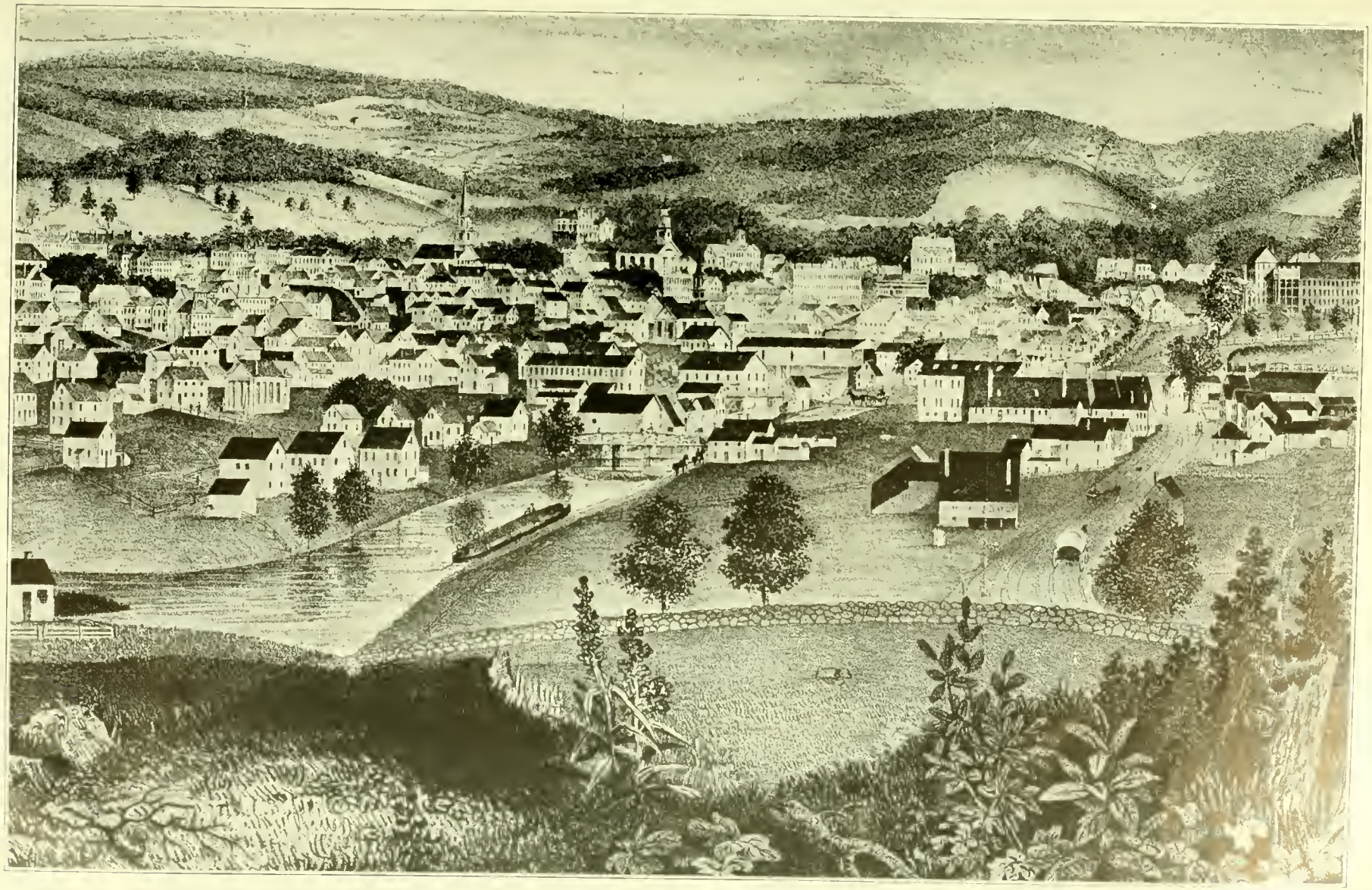


Worcester in 1838 Viewed From Union Hill—Old Blackstone Canal and Site of Washington Square in Foreground

The WORCESTER MAGAZINE

AUGUST - 1915

The New Asher Building

Structure that Houses the New Washington Square Branch Post Office and Provides for Stores, Offices and Lofts Erected on Historic Site—A Review of This Important Transportation Center of Worcester

"INCESSANT cheers, thunders of cannon and peals of bells welcomed the visitant to town." Thus wrote the editor of the *National Ægis* on October 8, 1828, in describing the momentous event of the arrival of the "Lady Carrington," the first through packet boat from Providence to Worcester to traverse the old Blackstone canal. Cheers, cannon and bells really signified the development of transportation and heralded a new era which was to open the landlocked treasure house of Worcester county and connect it with the sea.

Time has wrought many changes since that eventful occasion, but the transportation centre of Worcester remains the same. The new Union Station occupies the site of the trading houses constructed with a view to utilizing the canal for shipments. The viaduct crosses the location of the old lower basin of the city's first and only navigable waterway and a modern business block, the Asher building, which contains the new branch post-office, has just been erected, facing the spot where packet and freight boats discharged and took on cargoes when Worcester was a thriving town of a very few thousand souls.

Selection of Washington Square and the surrounding territory as the centre of transportation was probably due to natural advantages of this section. The terminus of the Blackstone canal was at Thomas street where was located what was generally known as the upper basin, but the immediate development of the property adjacent to Washington Square made it apparent that business men of that day foresaw a greater future in a commercial way. A glance at the old prints and maps of Worcester will show what faith the merchants of that generation had in the town's prospective progress, for this locality was practically on the outer edge of business activity.

To understand more clearly the changes which have taken place since the "Lady Carrington" was greeted with such clamor of voice and gun-fire and bells, it is necessary to delve into the short but eventful life history of the waterway. There are scant records of the Blackstone canal and it had but one historian, Israel Plummer, who wrote all too briefly, and mainly in a statistical way, of its accomplishments.

Worcester waited for more than thirty years to acquire an all-water outlet to the sea, for the project was formed in 1796. John Brown, of Providence, was the chief promoter of the canal plan, but the Legislature refused to allow an incorporation, for Boston feared the thriving inland town of Worcester would absorb more trade and become a dangerous business rival. The project slumbered then till 1822, when meetings were held in Worcester and Providence and Benjamin Wright, chief engineer and secretary of the Erie canal, was engaged to make a survey.

Water in sufficient volume was the chief concern, but by utilizing the main branch of the Blackstone River and conserving the supply in North Pond, which was two miles north of the court house, the engineer reported the project feasible and a charter was executed by the Legislature in March, 1823. Excavation for the Worcester end of the canal began at Thomas street in 1826.

The cost of the canal was $700,000. Much of the stock was sold in Worcester, although Providence investors came here by special fast stage to gobble up what they could at the public sale of shares in the new enterprise. It is a matter of record however, that the canal served the public better than the shareholders, for dividend days were few and far between. Worcester shippers were the chief beneficiaries, for they saved approximately $3 a ton on freight sent to the seaboard. As a competitor of the stage coach lines for passenger traffic the canal packet cut no serious figure, probably on account of the time consumed in transit. The passenger fare from Worcester to Providence by canal boat, a journey of forty-five miles, was $2.25; and the fare by sea from Providence to New York was $8. The freight rate from Worcester to Providence was 12½ cents per 100 pounds.

In this connection it is interesting to note the dimensions of these inland waterway carriers and the rules which governed navigation. The "Lady Carrington," named for the wife of one of the canal officials, was seventy feet in length and fitted up in what was then considered luxuriant style for passenger traffic. There was ample cabin space and many comforts were provided for voyagers. Other boats of the line were of the usual canal type of that period and were from forty-five to sixty feet in length. They were generally named for towns along the route. The extreme width was limited to seven feet, six inches, to allow passage of the locks, of which there were nearly a dozen between Worcester and Millbury.

Racing was forbidden, not only by a stringent rule to

Corner of Harding and Cherry Streets Before Erection of Asher Building

that effect, but also by an edict setting the speed limit at four miles an hour. Boats were not permitted to run until a full hour after sunrise and were required to be tied up for the night within an hour after sunset.

Traffic on the canal appears to have reached its maximum figure in 1829, although there are no easily available statistics to show the volume of business transacted at different periods. From this date on until the close of its career the forces of nature and even the hand of man set up obstacles which were not lightly overcome. In the winter the waterway was fast closed by ice; in periods of drought during the summer boats remained stranded at various points and there were vexatious delays in transit. Mill owners became alarmed at the prospects of a dwindling water supply and loss of power. On sundry occasions they dumped great loads of stone in the canal with the avowed purpose of stopping all traffic. These latter acts, however, proved useless. "The boatmen," remarks Israel Plummer, "were a resolute set of men," and by dint of hard fighting by day and threats to burn mill property at night they held their own and kept the passage open.

On July 6, 1835, there was another transportation celebration in Worcester, this event marking the completion of the Boston & Worcester Railroad and indirectly sealing the fate of the Blackstone canal. With the passing of another decade the canal had fallen largely into disuse and the opening of the Providence & Worcester Railroad line in 1847 practically killed the waterway as a common carrier. The last toll on the canal was collected on November 9, 1848, the basins in Worcester were quickly filled in, new thoroughfares were established and Canal street was the only visible reminder that a navigable waterway had been a factor in the commercial development of the town. In time even this token of identity was lost, for Canal street became Harding street and Harding street in turn is losing its individuality by becoming confused in the public mind as a part and parcel of Washington Square.

So complete has been the dismantling of the old structures which were once clustered around Washington Square and the lower basin of the canal during the palmy days of bygone water transit that one must turn to town records to verify the fleeting memories of old residents. In the *Worcester Village Directory*, the first issue of which was published in 1829, the following persons are listed as owning property on the square: D. Heywood & Co., Enoch Flagg, S. Hathaway and Joseph Goddard, and the

Harding Street Front of Asher Building

Worcester Distillery. Occupants, other than these, were the Worcester Boat Co., G. A. Trumbull, Joseph Pratt & Co., George Perrin & Co., C. M. Deland, Heywood & Paine, Joseph Prue and Bryan Murphy.

Of these persons, many of whom became noted figures in the city's progress, Samuel Hathaway had abiding faith in the future and acquired a large tract of land adjacent to the then proposed canal project. In 1824 he purchased from Wing Kelley and Joseph Daniels their farm comprising 100 acres. As described in the deed of transfer the land was situated on both sides of the road leading to Grafton and was bounded on the west by Mill Brook. The price paid was $5,000. On the site most convenient for the purpose he erected the Washington Square hotel—a pretentious tavern in its day and a landmark of note until swept away by the march of public improvement. During the years that were most prosperous for the canal the hotel prospered too and was maintained by Mr. Hathaway until his decease in 1831. It was then leased to the heirs of Norton and Augustus Goddard and later sold to the Boston & Albany Railroad. William R. Wesson leased and held the property until 1851, when Elliott Swan, a stage driver of wide acquaintance and great popularity, assumed charge. As the Swan tavern it will be remembered best, even by older generations.

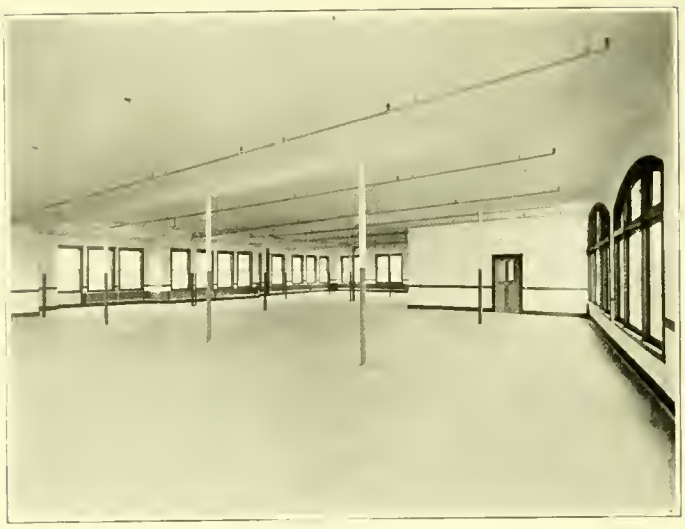
The Worcester Distillery, operated as early as 1827 by Frederick Paine and Daniel Heywood, was a business enterprise of considerable note in those days. The building eventually became the Arcade Malleable Iron Works.

The site on which the Asher building now stands was part of a plot of twelve acres sold by Dr. Samuel Breck to Ephraim Doolittle on October 8, 1750. The description of the land is meagre, the deed merely showing that the property was "bounded easterly on Mill Brook, so-called, and partly on the road leading from the Meeting House to Capt. Goulding's." Captain Goulding, according to inscriptions from the old burial grounds, "built the house long occupied by Gouldings, which stood on Front street east of the Common."

"In the seventh year of His Majesty's (George III) reign, A. D. 1767," reads the record, Ephraim Doolittle sold to John Smith for a consideration of twenty pounds sterling and a further payment of thirty-five pounds to Smith's daughter Sarah, six and one-half acres on the road leading from the meeting house to Pine Meadow bridge. The property was later transferred by acreage description to Samuel Ward and by the latter to Jesse Curtis, but it was not until 1834 that the site became identified as the south-east corner of Canal and Cherry streets. On Dec. 23 of that year the property so described was sold by Elisha Harkness to Samuel H. Flagg.

Looking Down Harding Street From Front Street

Samuel H. Flagg was a blacksmith and his shop, on Canal street, was for many years a marked feature of this section. He occupied a dwelling house at 5 Cherry street and kept the property until 1861, when it was sold to John B. O'Leary. The latter's heir, Catherine T. O'Leary, sold the corner on August 11, 1914, to Jacob Asher, builder of the new structure which bears his name.



One of the Lofts in the Asher Building

Five stories in height and built of structural steel with buff brick walls and terra cotta trim, the Asher building presents an imposing appearance when viewed from any angle of the broad plaza which it faces. Designed for stores and lofts, the most distinguishing features from a business point of view are the fine location, the abundant provisions made for light and air. There is light from all sides and the location, especially for the purposes of light manufacturing, can hardly be surpassed in the business district of Worcester. The building occupies a plot measuring ninety-seven feet on Harding street and eighty-three feet on Cherry street.

There are 7,200 square feet of space on each of the five floors and a considerable portion of the basement is also adapted to the use of tenants. The loft space, as is usual in modern buildings of this character, will be divided to suit occupants. The interior is of fire resisting construction, with metal ceilings, concrete and hardwood floors. The finish is of hard pine.

The most modern equipment obtainable has been supplied in the way of elevators, plumbing, heating, gas piping and electric wiring and fixtures, fireproof windows and doors and a fire sprinkler system. There are both passenger and freight elevators.

The architect of the building is Edwin T. Chapin and the supervising architect in charge of construction is E. C. Storrs.

The renting agent is Maurice F. Reidy, a real estate broker, whose office is in the State Mutual building. Mr. Reidy has had large experience in leasing similar buildings, such as the Graphic Arts, the Burgess-Lang building, and others.

Much public interest is manifested in the Asher building by reason of the location there of the newly opened Washington Square postal station. The sub-station occupies 4000 square feet on the first floor corner and also a part of the basement. Since the formal opening of the station on July 16, the business done has grown beyond all expectations and a request has been made for more clerks to handle the increasing volume of mail matter which fairly swamps the force employed.

Postmaster Thayer had asked the postoffice department for a clerical force of ten men for the new station, but federal inspectors had reported that seven would be sufficient and that number was installed. The necessity for additional clerks became apparent in the first few days of business and the postmaster says he will be obliged to ask the department for more help.

Twenty-five regular carriers, aside from three who handle parcel post matter exclusively, serve the public from the Washington Square sub-station. Every time saving device manufactured for postal requirements has been installed in the new office, which is considered by Worcester postoffice officials to be about perfect in arrangement and equipment for rapid work. The furniture is all new and of substantial type.

Postmaster Thayer Turning Over Keys to New Branch Office

The Public Space in the New Sub-Station

Cosmopolitan Worcester

A Pen Picture of Worcester's Diversified Nationalities and Some of the Quaint Foreign Customs They Bring With Them—Their Hopes and Ideals; Their Earnestness to Become Real Citizens of the Heart of the Commonwealth

ONE with half an eye can see how easily the diverse nationalities adjust themselves to the Worcester environment. If one wants to convince himself as to the veracity of the statement that there are villages and towns of the Old World located right here in the heart of the Commonwealth, and preserving the customs and languages of their forbears, all they have to do is to repair to certain sections of the city. Visiting these various sections is almost tantamount to being swiftly translated to Stamboul, to Damascus, to Vilna, to Harpoot, to Stockholm, to Joppa, to Warsaw and perhaps even to Dan and Bersheeba so effectively do the tongues bespeak their nationality. And these compose a good part of the brain and brawn that makes Worcester industry humful. Dungarven hill is where the scenes diurnally and nocturnally fix the attention of those who would obtain a glimpse of the Far East inexpensively. These very natural children of the Holy Land, those whose being originated in Syria, are also the neighbors of the men and women who came from up the Nile, for they speak a common language and are actuated by similar impulses in their endeavors. Now and then there comes to Dungarven the strolling musician, a troubadour gifted in the playing of "The march of the Khedive" on his ahood and telling legends with an ingenuity suggestive of the bards of old. He is perfectly at home, this bard when he comes to Worcester. They all love him. It is music that keeps the Arabic-speaking colony animated. Delightful is the camaraderie observable among these people of Dungarven. Music of their native heath knits them together and keeps their national spirit alive. Though crushed by Turkey, these men and women hope—yes, pray—that shortly Turkey will itself be crushed for all time. But meantime the twang of the ahood and the merry beat of the mandrake kindle all hearts aglow. Feasts! Dungarven hill furnishes the most elaborate of settings for these, not to mention the bizarre processions that wind in and about the precipitous streets that the city permits to disgrace and imperil that altitudinous neighborhood. One man up there, entertaining in honor of the marriage of his daughter, required three entire floors of a noble six-decker and the expenditure of $300 for liquid refreshments to do the function justice. On the bridal of his daughter this man spent as much as $3000, and this did not include the dower and other gifts incident to the occasion. The fulsome verbal offerings of the regular bards of Dungarven cost not a single simoleon. To illustrate the hospitality of these good folk when the Rt. Rev. Germanos Shehaady, D. D., archbishop of Zahley, and the late Rt. Rev. Raphael Hawaweeney, D. D., of Brooklyn, called in Wall street, their ecclesiastical vestments aglitter with precious gems representing an outlay of $10,000, there was not one of the prominent leaders of St. George's orthodox church that did not invite them to dinner, and one real estate dealer there, the owner of a six-decker outlined his edifice in incandescence in honor of the first named prelate. The martial note is furnished by the Syrian-American drum corps, an American institution with Syrian action, that applies itself vigorously on State occasions to such strains as "Marching thro' Georgia" and the Boy Scouts mark time on Dungarven.

Spring street—little old Spring street, narrow and brimming with enthusiasm and the mecca for the cheap saloon and champion panhandlers—is a revelation from the cosmopolitan standpoint. What is that sound which now alarms the ear? Why, that is one of the ballads of old Athens, shooting forth rich in staccato, from a phonograph located in Georgins Delano's café, where the game of prefa now and then has a most elaborate conception. All of the denizens of this quarter are the true sons of Greece and Epirus. Free Greece and that part of Greece which was not quite so free once upon a time harmonize splendidly. If there is anyone person they idolize down there outside of Teddy Roosevelt it is King Constantine. Patriot Voulstos will tell one that if there is to be another fight in Greece the Worcester sons of Athens and of Sparta will be there to a man. In the last Balkan war Greek tradesmen left Worcester to fight for the king, carrying with them from $1000 to $5000 which they spent for the good of the fatherland. Clark college professors when the Balkan unpleasantnesses were on used to go down to the Demosthenes club to inspect the Greek war maps there, but it was mighty difficult for them to make themselves understood, for the dealers in cafe noir and okra talk mostly modern Greek. Mayor George M. Wright attended a christening down there once. Charlie Andreopoulos, the former head of the Demosthenes, desires it to be known that he is foremost in his American citizenship among the Greek residents of Worcester. He has a son, Athanasios. Athanasios is just out of his cradle. One day papa Andreopoulos was to be seen in front of city hall pushing a perambulator and this perambulator was partially covered with an American flag. "Athanasios sleeps beneath the Stars and Stripes like his father," said Charlie, as an expansive smile illumined his countenance. "Don't you think it is great to be an American citizen?" he asked.

So assimilation with American institutions began right there in the cradle.

The Worcester night schools, than which there are no better the length and breadth of the country, furnish adequate information as to how hard the late foreigner in Worcester is trying to get up in the world. The larger number of those in these night schools, or at least a little more than one-half, are boys and men from the older countries, those whose opportunities in lands of oppression, were exceedingly limited. Up on Gage street you will see some of the old men, some of the Calabrians from the Italian colony, striving to read and to write, and they are succeeding, too. Independent of this in the Italian colony there is a private school for both the teaching of English and Italian conducted by Joseph

Mainiero, and if one cares to go back to Dungarven hill he will find in the basement of St. Georges orthodox church another school flourishing. This school is conducted after the regular school hours of the public schools, which the Arabic children attend, and the schooling furnished has to do with the language spoken in Bierut, and there is also imparted religious instruction. The Hebrew free school is accomplishing wonderful things for the pupils it instructs in that language.

Below the dead line, in the district that leans toward what was once known as the "skelp," because of the rugged nature of its proletariat, there are located two nationalities that are neck and neck in the race for civic recognition. These are the Lithuanians and the sons and daughters of Warsaw who had been the objects of oppression in their own countries many years, and not far from these Millbury street environs the scene may be shifted to Water street where one is cheek by jowl with the thrifty Hebrew folk, mostly native of Russia. A small town—almost. Here the customs of the old world are faithfully kept. The tongue of this town need not wag a new language unless it wants to. It has its own temples of worship, its stores and a printery, and not far from there is the poet versifying while he makes and sells Russian cigarets. Go up around Ledge street, and they will serve you tea in a real Russian samovar. One cannot consider all of the angles in a sketchy presentation of the activities of the multitudinous races that contribute to make Worcester the greatest industrial city in New England.

The Lithuanian people since the European war started have been publishing a bi-weekly newspaper so that those who once resided in Suwalki and other parts of the Russian Empire may know something of the struggle that is going on over there. These Polish and Lithuanian people learn that their homes are destroyed and their farms and churches laid to waste. If there was a Louvain in Belgium it must also be remembered that there have been some Louvains in Lithuania and Poland. One Lithuanian in Green street remarked, "I see the postman every day and I say to him have you a letter for me, and he say, No I have no letter for you. It is always the same. There is no letter for me and I do not know whether my folks are living or dead."

There are approximately 25,000 Poles and Lithuanians in Worcester. The number of Belgians here is infinitesimal. The Pole and the Lithuanian representatives, Rev. Boleslaus A. Bojanowski and Rev. John J. Jakaitis, will tell inquirers that the fighting over there so far as it affects these two nationalities is cruelty in the extreme, for these people of Worcester have relatives who are fighting either in the German, Russian or Austrian army. Brother is battling against brother. There is no certainty as to whether Poland will be made autonomous. Conscription is the rule of the day in the Czar's dominions. Some weeks ago the Polish relief organization had a tag day for the amelioration of suffering in Poland. The Lithuanians' Memorial day also had one. Since the war began these were the first public appeals that the Lithuanians and the Poles have made to the Worcester public.

Incidentally, though the Lithuanians have a bi-weekly newspaper, it must not be thought that the Syrians have omitted this necessity. During the early progress of the war, in one of the stores in Norfolk street, bulletins written in Arabic and giving news of the European clash at arms were displayed. On Dungarven hill they pray for the success of the Russians.

Since their arrival in Worcester the Polish people have been making an uphill fight. They have changed almost completely the national complexion of the Millbury street district. St. Mary's Church has erected a $75,000 school house in Richland street and up in Waverley street St. Casimir's is about to build a $60,000 addition to the church.

Kultur!

Perhaps one does not believe that culture is present among the Poles and Lithuanians. It was not so long ago that the Plaza theatre was crowded to the doors by Lithuanians. It was a mass meeting dedicated to the raising of funds for the building of a museum at Vilna in which might be placed the books and writings and other things that have to do with the preservation of the arts and sciences and traditions of Lithuania during the time and since it was a kingdom.

It is the former natives of Montescaglioso and Caserta and other parts of Italy that make possible the elaborate illumination of the heavens down at East park three or four times during the summer. It is generally a night that attracts 50,000 or 60,000 people, the celebration of one of these festas. The visual glory featured with soaring girondellas and expensive aerial pictures is absolutely free to the public.

Each of these occasions costs the people of Italy from $200 to $500. But there has been an almost complete suspension of the *festas* this summer in consequence of the *Trentino* and *Trieste irredente*. Worcester's Italian colony mourns for its brethren slain in *la guerra*.

Life is as replete with happiness for these sunshine folk as it is for the recent arrivals. They are as loyal to the American flag as are the other nationalities, and they are trying hard to learn. Crowded in? Of course. But emigrants from the old world do not mind it one bit. They are always ready to take potluck, and taking potluck, they prosper. The savings banks of Worcester can tell an interesting story of the frugality and industry of the foreigners. The attention of the Housing Commission of the Chamber of Commerce was called some months ago to the fact that there are 1670 people living in Lyon street, and Lyon street is only 600 feet long and 40 feet wide, a village in itself. The Italian colony has a banker who is not more than 25 years of age and who began banking when he was 21. An Italian gentleman who now owns real estate valued at $100,000 began life in Worcester by peddling ice cream. In Plum street is a venerable woman who owns three or four six-deckers. Her husband used to be employed as a city laborer.

Now and then there is a slight rumpus between Mohammedans and Christians in Worcester, but it is only an ebullition caused by a difference of political opinion originating over in the Balkans. The former subjects of the Sublime Porte and the people of Armenia, as well as the Polish and Lithuanian people do the bulk of the laborious work in the three branches of the American steel and wire company. The Armenians, like every other race in Worcester, save one, have their own temples of worship. The exception is the Turk. He has his own undertaker that his dead may be laid away with their face toward Mecca undefiled by the hands of any unbeliever. The custom in and about School and Hanover streets, where the narghileh is as constant in its operation as it is on Dungarven among the Arabic-tongued, is to engage the services of a Christian undertaker, and then

take over his place and the paraphernalia attaching to the sad proceeding, so to say, and to then conduct the burial service in conformance with the Koran.

The small contingent of Albanians that live in Beacon street and debouching thoroughfares pursue the even tenor of their way, and some of them, like the other aliens conduct stores. There had been feeling between the Greeks and the Albanians over the partition of Albania. Koritza, the bone of contention, is now in temporary possession of the Greek government. Two or three years ago the Greeks and the Albanians were having mass meetings every other Sunday, one nationality in Beaver hall and the other in Dexter hall. There the theme of discussion was whether Greek or Albanian supremacy should prevail in the Koritza or Epirus portion of Albania. Then was in session the ambassadorial conference at London with Sir Edward Grey presiding. Long cablegrams were sent from Worcester to Sir Edward Grey. This conference followed the first Balkan war. One Worcester Albanian going over to Koritza subsequently found that news of his utterances at a mass meeting in Dexter hall had preceded him, and he was imprisoned by Greek irregulars. At least that is what he said, but down in Spring street they deny it.

Worcester's French and Swedish population have been here too long to be called recent arrivals. They have had more opportunity to become part and parcel of Worcester because of their long residence and that they have admirably succeeded is only stating a fact. Their activities, socially, commercially and politically are written deep on the heart of the Commonwealth. They were quick to jump into the melting pot and have staid to the finish.

Worcester's Typhoid Record

Heart of Commonwealth Makes Remarkable Showing—Lowest Rate of 39 Cities of Over 125,000 Population

By Edward B. Bigelow, M.D.

We have been so accustomed in this country to regard the typhoid rate in our large cities as deplorably and inexcusably high, that the facts recorded in a special annual article in the Journal of the American Medical Association in each of the last three years will come as a surprise. I believe it will come as a further surprise to the people of this community to learn the extremely good position this city of ours occupies. The average annual death rate from typhoid in Worcester for the years 1906-1910 was 11.8 per hundred thousand, which is the lowest for those years of any of the thirty-nine cities in the country exceeding 125,000 in population. For the years 1911-1914, when there were forty-three cities in this class, Worcester held the same position, still first, with a death rate from this disease that averaged only 4.8 per hundred thousand of population.

In addition to this, in that death rate are included the cases of dying in the State institutions for the insane and the patients from the surrounding towns that have already contracted the disease and are brought to our hospitals. The subtraction of these cases materially lowers an already excellent record. In the year 1912 there were five deaths from typhoid fever, two of these only were residents of the city, the other three were non-residents, who had contracted the disease elsewhere and were brought here for treatment. These three cases should not be counted statistically to our detriment. In the Estimates of Population, Bureau of the Census, Worcester's population for 1912 was estimated to be 152,150, which with only two deaths for that year, gave us a death rate of considerably less than one per hundred thousand. A year's record, which I believe has never been bettered in this country or abroad in a city of this size or larger.

The typhoid rate of a community can be taken at the present time as the best single index of the efficiency, or inefficiency, of the measures which are employed by its officials to safeguard it from diseases which are preventable in the true sense. The local Board of Health has for many years compelled householders to connect promptly with the sewer The system of sewers is so general and complete that no city in the country has proportionately so few open vaults and surface drains. As a result the element of flies, drainage, etc., enter not at all into the spread of disease in our city. Other than by those means typhoid fever is spread through a community by water and food as the intermediary agents. If these statistics, that show that Worcester is the leading city of the country in low typhoid mortality, prove anything, they certainly prove that we have a water supply in purity, and in the measures enforced to guard its purity, that is second to none. Not in more than twenty-five years, if ever, has an epidemic been traced to our public water supply.

The one article of food above all others that has acted as this intermediary agent in the spread of epidemics of any size has been milk. The same statistics might be applied to our milk supply to prove that it is pure. To a certain extent they do prove that it has been guarded as to cleanliness above that of most cities. No cases of typhoid fever originates otherwise than from some other case of typhoid. The milk that spreads the typhoid through a community is contaminated with the organisms. If not kept properly cooled the organisms multiply in it prodigiously. Thus carelessly handled and poorly cared for milk is a most effective spreader of the disease. It is estimated that 5% of the persons who have had typhoid fever harbor the organisms for years, indefinitely, not to their own ill health, but as a menace to the health of others. "Typhoid Mary" of national fame is not a lone example by any means. In this city in 1910, one such typhoid subject, who had his attack of typhoid twenty-six years previously and still harbored the organisms, while in excellent health himself, initiated, all unwittingly, through milk, an epidemic of 213 cases. This epidemic, which I reported in the Journal of the American Medical Association, was at that time a world's record for the number of cases traced to one carrier; many more cases than "Typhoid Mary" ever caused and the type of a world's record no city desires.

So that while the city of Worcester has a record for healthfulness in preventable disease of which to be proud and is preeminent among the large cities of the country, still with the remembrance of our 1910 experience, no effort must be spared in continuing to uphold the purity of our water and milk supplies. These efforts must continue to be widespread, generalized, as we have no practicable specific means of discovering every unwitting carrier of typhoid organisms and occasionally one of them will initiate an epidemic.

The Red Men and the Plymouth Celebration

The "New England 1920" Movement Has a Real Significance to Red Men of the Country—Worcester's Prominent Part in Carrying to a Successful Culmination the Proposed National Tribute to Massasoit, "The White Man's Friend"

CONTRIBUTED

THE June issue of THE WORCESTER MAGAZINE, under the heading "New England—1920," contained an interesting and extensive discussion of the intended celebration of the 300th anniversary of the landing of the Pilgrims and the excellent work of Rev. John L. Sewall in initiating a consideration of this event. It also stated that Hon James Logan, ex-mayor of Worcester, had been appointed by Gov. David I. Walsh as one of a commission to formulate a befitting programme for this remarkable demonstration. It is the purpose of this article to supplement this narrative with an account of the part which the Improved Order of Red Men intend to play in that tri-centennial. It is appropriate that this discussion should appear in the Worcester Magazine, because Worcester members of this order have had a large and an initial influence in furthering this great historical project.

For many years, not only members of the Improved Order of Red Men, but students of Indian and Plymouth history as well, have keenly felt that there should surely be some appropriate memorial to the good Massasoit, erected at Plymouth. The Pilgrims Society of America have more than once taken the matter under consideration, feeling that the memory of the friend of our fathers has been shamefully neglected. Since the building of the Faith monument, celebrating forever the struggles of the Pilgrims in obtaining their religious freedom, it has become more and more noticeable that not even a slab has been raised or one word carved to recall or mark, for posterity, the transcendent deeds of that noble chief who by his friendly disposition made life possible for the early settlers. Hon. Arthur Lord, president of the Pilgrims Society of America, said recently:

"It is the next thing to be done at Plymouth and I heartily commend the memorial to Massasoit, contemplated by your order, as a worthy and magnanimous undertaking." The feeling has therefore developed into a decided conviction that Massasoit is the most neglected man of all history.

This conviction, in time, led many of the order of Red Men to demand that some consideration be given this most remarkable aboriginal man. This demand became so insistent that four years ago the Great Council of Massachusetts appointed a committee to investigate a proposed memorial to Massasoit and render a report. Alvin G. Weeks, Esq., of Fall River, was chairman of this committee and the report which he delivered to the next Great Council, contained the result of much study and was an eloquent eulogy of the worthy character of Massasoit. It awakened renewed interest in the subject. The Great Council re-

FREDERICK BRYANT, A.B., M.D.

Dr. Frederick Bryant, of this city, has been elected Great Junior Sagamore of the Great Council of the Improved Order of Red Men of Massachusetts by an unusually large majority, considering the fact that he followed a Worcester man to this great chieftancy. His election is a flattering endorsement of the Massasoit Memorial movement in which he has had and is playing an important part.

jected the proposition, because it entailed a tax which, at once, made it obnoxious.

But the cause was not abandoned. The eloquent words of Attorney Weeks reached many sympathetic hearts and many that day resolved that they would atone for this shameful neglect and fondly hoped that the day would come when the order of Red Men would rescue from oblivion, from the tongueless silence of an unmarked grave, one whose deeds of friendship, love and protection to our fathers justly entitle him to immortal glory.

A few months after the defeat of this measure Dr. Frederick Bryant, of Worcester, delivered an address in different sections of the State, advocating, in an eloquent manner, Massasoit's worthiness of a lasting memorial. This address was delivered before the banquet for the reception of the great chiefs in Boston in the fall of 1913. It showed the results of a profound study of the life and character of the Sachem of the Wampanoags. It pictured vividly how the Pilgrims in their struggle to obtain religious freedom were fed, protected, preserved, and promoted by the matchless Massasoit. It produced convincing proof that the Pilgrims were absolutely in his power for over a third of a century. It produced as the verdict of all reliable history, that the character of Massasoit was unimpeachable. It showed conclusively that the treaty protected the Pilgrims for half a century which was only sufficient time to enable them to fortify themselves so that they could crush the Indian when the clash came. It evinced the fact that had not the Pilgrim been protected by Massasoit; that had he not been enabled to carry out his idea of a free government, that in later years a monarchy would have been established, therefore, the conclusion that Massasoit precluded a monarchy and played an important role in the establishment of our free government. It produced an analysis of Massasoit's character, judging him by what he knew and what he accomplished, that made him almost without a parallel in the records of great men. This address, which was the most thorough and complete discussion of Massasoit which has ever appeared, concluded in these words: "Our order is pledged to give honor where honor is due and to protect the memory of this fleeting race, therefore, I plead with you to be ungrateful no longer and at least write the name of Massasoit on the enduring and changeless rock at Plymouth, or erect a memorial worthy of his life, worthy of his deeds, worthy of his character. And there may he stand, in saintly dignity, on Coes Hill, back of Plymouth Rock, till time shall be no more, in loving commemoration of the days when he stood there welcoming and effectually protecting the white race. But especially I plead that there be written on imperishable marble, at his feet, that generations yet unborn may know, that he who runs may read even unto eternity, the part which this noble chief played in the establishment of freedom on this soil." This address was received with such an unusual display of applause and enthusiasm that the time seemed ripe to make another attempt.

The following day, at the Great Council's session, Frank Daniels of Plymouth, eloquently advocated a memorial. A resolution was offered by him, which called for the appointment of a commission of five to solicit funds, erect and have ready for unveiling in 1920, a statue of Massasoit. He also announced that the Pilgrims Society of America had donated a tract of land for the purpose, just back of Plymouth Rock. The following commission was appointed, Alexander Gilmore, of Boston, Frank Wyman of Brighton, Theodore Emonds of Holyoke, Frank Daniels of Plymouth, and Dr. Frederick Bryant of Worcester.

This commission at once set about to discover if there existed any description or reproduction of the likeness of Massasoit. While history states many facts regarding the beauty of his character, while all historians agree as to his deeds of unselfish sacrifice, kindness and love for the Pilgrims, yet these same authorities are almost entirely silent in reference to his personal appearance, for only the most scanty reference could be found. While in every record that has come down to us his character stands without reproach, reiterating the fact that he never did a treacherous act, that he kept faith with the settlers for forty years, yet no one of these reliable sources gives us any pen picture of his appearance that March morning as he came down the old trail to make the treaty which was to rank high among great State documents. The commission was, for a time, at a loss to know how they could obtain a figure which should be historically correct, that there might be handed down to posterity, for all time to come, a reasonably correct resemblance of one of the world's greatest men. Later it was found that a full and complete description of the great chief had been written by Edward Winslow, the scholarly Pilgrim. He was the first Pilgrim to see Massasoit as he volunteered to go up on Watson's Hill to stay with the Indians, as a hostage, while Massasoit was down with the Pilgrims making the treaty. He committed to writing every detail of dress and feature of this object of greatest curiosity the monarch of the land into which they had come. This valuable yet unpublished document had come into the possession of the Hon. Arthur Lord of Plymouth. He loaned the same to Cyrus Dallin, the celebrated Indian sculptor. Following this description in every detail he modeled a statuette of the famous Wampanoag, a photograph of which appeared on the cover of the October Worcester Magazine. It has received, since that time, universal commendation.

Many generous contributions have been received. A substantial fund has already accumulated. The commission has steadily worked along the lines indicated in the resolution, and have every reason to feel assured that with the many promises of large aid in the last call, and with the projects about to be published that a memorial will be erected ready for unveiling in December of 1920.

That will be a great day in the history of the Improved Order of Red Men. The order will then receive the honor which it so richly merits of being a great historical order. Those in closest touch with the situation have expressed the feeling that the Red Men will be given the right of line, on that eventful day, in acknowledgement of their timely contribution to Plymouth, to the history of New England, and the 300th anniversary of the landing of the Pilgrims, whose friend and protector he was.

When the American flag falls from the princely figure of the most remarkable aboriginal man the world has ever known, in full sight of Plymouth Rock, where thousands will annually see the white man's friend, the order of Red Men can truly say that they have given the world a new classic; that a new page has been written into the history of our country.

L'Union St. Jean Baptiste d'Amerique

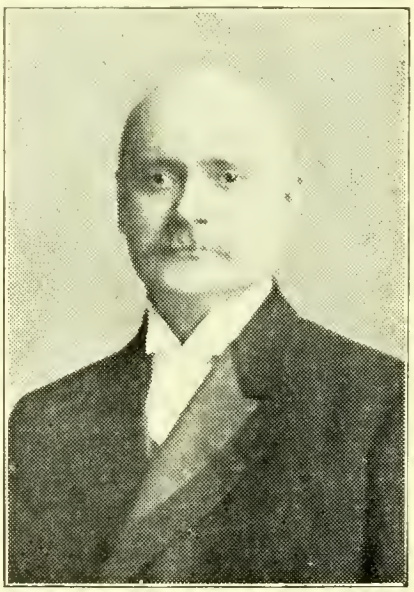
The Eighth Congress of the Leading French Fraternal Insurance Society in the United States Will Be Held at the Bancroft on September 14 and 15—The Celebration of Its Fifteenth Anniversary in Mechanics Hall the Night Before the Opening of the Convention

THE eighth general congress of L'Union St. Jean Baptiste d'Amérique, a fraternal insurance society composed exclusively of French-speaking Catholics residing in the United States, will be held at the Bancroft Hotel, in this city, on September 14 and 15.

Nearly four hundred delegates from various parts of the United States will attend, and a large number will be accompanied by their wives.

Heretofore the conventions of L'Union have been two years apart, but at the last congress held in Fall River in 1912, it was decided to hold them every three years.

The coming congress of L'Union will be preceded by the observance of the fifteenth anniversary of its foundation, which will take place on the night of September 13th in Mechanics Hall. This event will be public, and will be attended by the delegates and French-speaking people of the city and surrounding towns. An elaborate programme is being arranged for this entertainment. It will consist of a concert by a chorus of 100 voices, patriotic tableaux and recitations, and a lecture by Henri Bourassa, the foremost French orator in North America.



HENRI T. LEDOUX
President

ELIE VEZINA
Secretary

OF L'UNION ST. JEAN BAPTISTE D'AMERIQUE

The plans for the reception of the delegates are in charge of the boards of government of the two local branches of L'Union, whose officers are as follows:

CONSEIL FRANCHERE, men's council—Chaplain, Rev. L. D. Grenier; dean, William Courchesne; honorary president, Camille Métras; president, Edward A. Brodeur; vice-president, John B. Harpin; secretary, Romeo D. Raymond; assistant secretary, Adelard J. Angers; collector, Henry A. Rousseau; treasurer, George E. Belisle; master of ceremonies, Exlore P. Métivier; sentinels, Louis J. Bédard and Alfred F. Mathieu; auditors, Edward Gosselin and Felix X. Hébert.

CONSEIL JEANNE-HACHETTE, women's council—Chaplain, Rev. L. D. Grenier; dean, Mrs. Rosanna Langlais; honorary president, Mrs. Edward Gosselin; president, Mrs. Carmélie Casavant; vice-president, Mrs. Mathilda Brulé; secretary, Miss Jessie Delorme; assistant secretary, Miss Malvina Lafleur; collector, Mrs. Eglantine Cadoret; treasurer, Miss Beatrice Bleau; mistress of ceremonies, Miss Eva Gosselin; sentinels, Miss Antoinette Galipeau and Miss Alice Barrière; musician, Miss Florina Pruneau.

L'Union St. Jean Baptiste d'Amérique is the largest and most influential French society in this country. It was founded in 1900, in Woonsocket, R. I., where the home office is situated.

Until fifteen years ago there was no society of a national character among the French-speaking people of this country. The need of such an organization was keenly felt, but it was not until the St. Jean Baptiste Society of Holyoke, Mass., took the initiative that a real start was made to launch the movement for its foundation. This was in 1898, when a convention of several French societies of New England was called by the Holyoke body, for the purpose of discussing the feasibility of founding a national order of this character. This meeting was held in Holyoke on February 26, 1899. A committee was appointed by the convention to plan for an organization which would bring about the federation of various independent societies, thereby forming a nucleus for the larger order which the founders had in mind. This committee later reported a plan which was adopted by the different bodies interested, and the first congress of L'Union St. Jean Baptiste d'Amérique was the result. This was held on March 27, 1900, in Woonsocket, R. I., and was attended by 76 delegates.

The first officers of L'Union were: Spiritual director, Rev. Napoleon Leclerc of Woonsocket, R. I.; president, Edward Cadieux of Holyoke, Mass.; vice-president, E. M. Poitevin of Boston, Mass.; secretary, J. Adelard Caron of Woonsocket, R. I.; treasurer, Philippe Boucher of Woonsocket, R. I.; medical-revisor, Dr. J. H. Boucher of Woonsocket, R. I.; sergeant-at-arms, A. M. Potvin of Holyoke, Mass.; sentinels, C. A. Douville of

Greenfield, Mass., and Edward Bourbeau of Amesbury, Mass.; trustees, Dr. A. H. Bellerose of Rutland, Vt.; Felix Gatineau of Southbridge, Mass., and Henri Pouliot of Woonsocket, R. I.

L'Union was granted its charter of incorporation by the state of Rhode Island, on May 7, 1900.

The second congress of L'Union, held in 1902, adopted the Fraternal Congress rates of insurance assessments, thereby placing the society on a firm financial basis practically at the start. At this time the membership was 3,712, and the funds amounted to $11,475.90.

Today there are 331 councils in L'Union. Since the last congress, held in Fall River in 1912, there have been 49 new councils instituted. The increase in membership in the last three years has been 4,342, and the funds, for the same period, show a gain of $367,258.65.

The total membership on July first of the present year was 28,742, divided by states as follows:

Massachusetts	11,625
Rhode Island	4,113
Maine	4,053
Connecticut	2,747
Vermont	1,916
New Hampshire	1,393
New York	1,281
Illinois	1,113
Michigan	501
Total	28,742

The financial condition of L'Union on July 1, 1915, was as follows:

Reserve Fund	$845,272.96
Mortuary Fund	10,403.28
Sick and Disability Fund	12,499.20
General Fund	925.85
Total of Funds	$869,101.29

Amount of insurance in force, $11,552,050
Amount of reserve for each $1000—75.24

The present general officers of L'Union St. Jean Baptiste d'Amérique are as follows:

Honorary president, Bishop George A. Guertin of Manchester, N. H.; honorary members, Mgr. J. A. Provost of Fall River, Mass.; Mgr. L. M. Dugas of Cohoes, N. Y.; Mgr. P. O. Larose of Ogdensburg, N. Y.; Mgr. J. B. H. Millette of Nashua, N. H.; Mgr. J. M. Legris of Bourbonnais, Ill.; Mgr. F. X. Trudel of Oldtown, Me.; Rev. G. A. Rainville of Salem, Mass.; Rev. Pierre Gerlier of Paris, France. Past presidents, Edouard Cadieux of Holyoke, Mass., Felix Gatineau of Southbridge, Mass. Spiritual director, Rev. Charles Dauray of Woonsocket, R. I.; assistant spiritual director, Rev. E. C. Laramée of Redford, N. Y.

The administrative officers are the following:

President, Henri T. Ledoux of Nashua, N. H.; 1st vice-president, L. Joseph Rioux of Fall River, Mass.; 2d vice-president, L. J. Morin of Danielson, Conn.; 3d vice-president, Dr. J. H. Roy of Kankakee, Ill.; secretary, Elie Vézina of Woonsocket, R. I.; treasurer, Pierre Bonvouloir of Holyoke, Mass.; medical revisor, Dr. F. A. Ruest of Pawtucket, R. I.; auditor of accounts, J. A. Favreau of Boston, Mass.; judge advocate, Adélard Archambault of Woonsocket, R. I.; counsellors, Joseph L. Berthiaume of Southbridge, Mass., Achille Proulx of Lawrence, Mass., Arthur Davian of Waterville, Maine, A. J. Lachance of St. Johnsbury, Vt.

The growth of L'Union St. Jean Baptiste d'Amérique has been a steady and vigorous one. It has done more to unite the French people than any other organization in this country. Besides issuing insurance certificates to its members for amounts varying from $100 to $3,000, it has a central sick and disability fund. This affords protection to the members of those councils which do not maintain local sick benefit funds.

L'Union has other features which deserve special mention. It has a scholarship fund, which will be productive of great good in the future. This fund is made up entirely of voluntary subscriptions by individual members and by the councils of the society. Each year a number of scholarships are awarded, under a fair and equitable system, to sons of members of L'Union. This department is receiving generous support.

There is also another practical side to L'Union. It has formulated a common sense plan of civic education among its members. This work has been confined almost exclusively to naturalization and creating greater interest in civic affairs. Every council is urged by the general laws of the society to appoint a standing committee to carry on this work among the members.

The work that L'Union St. Jean Baptiste d'Amérique is doing in this country is a great forward movement toward better things. There is a sense of security in the homes of its members because of the protection it affords, in case of sickness or death. There is also behind this society a spirit that tends to material improvement in many ways. It furnishes the means for spreading education along practical lines and for promoting genuine loyalty to the principles it teaches.

L'Union has already taken its place among the leading fraternal orders of the country. Its administration is conducted by competent officers, men who have acquired high grade training in the business and financial world. The home office of L'Union is ideal and modern in equipment, and is located in one of the finest business blocks in the city of Woonsocket, the Unity Building, which is owned by the society.

The September congress of L'Union will be the first large convention of a French-speaking character to be held in Worcester. Its members are found in all walks of life, and the coming convention will bring to our city some of the ablest French-speaking men in the United States.

The women's councils are represented in the congress by delegates chosen from the men's councils in the same locality.

Worcester, the convention city of Massachusetts, extends a cordial welcome to L'Union St. Jean Baptiste d'Amérique. As a city of innumerable attractions—a city of marked advantages for recreation and enjoyment—Worcester is happily prepared to make the stay of the convention visitor both pleasurable and worth while.

The New England Fair

Pioneer Worcester Institution Approaching Its Hundredth Birthday Announces Its Program for the Greatest and Most Varied Exhibition in Its History Including a Revival of the Old Fashioned Veteran Firemen's Muster

The Horse Show of 1914

NEARLY double the money in premiums and expenditures for attractions and many times the ingenuity and originality on the part of members of the different committees which have served to bring about the successful staging in years past of the New England fair have this year been expended thus far by the fair committees to make the 1915 exhibition the greatest ever.

The dates for this year's fair are the same as those for fairs under the direction of Worcester Agricultural Society in years past. Opening Labor Day, September 6, the fair will continue through four days and two nights.

There is now the feeling that all that is needed beside the tremendous expense and hard work is the sanction of the weatherman. With this the fair officials are strong in the belief that all records for attendance should be beaten, if not distanced.

Handicap after handicap has been overcome by the fair committees this summer until now there is unprecedented optimism among the ranks of the hard-working committeemen. Nothing now stands in the way to delay them in their work of getting under way New England's greatest agricultural exhibition.

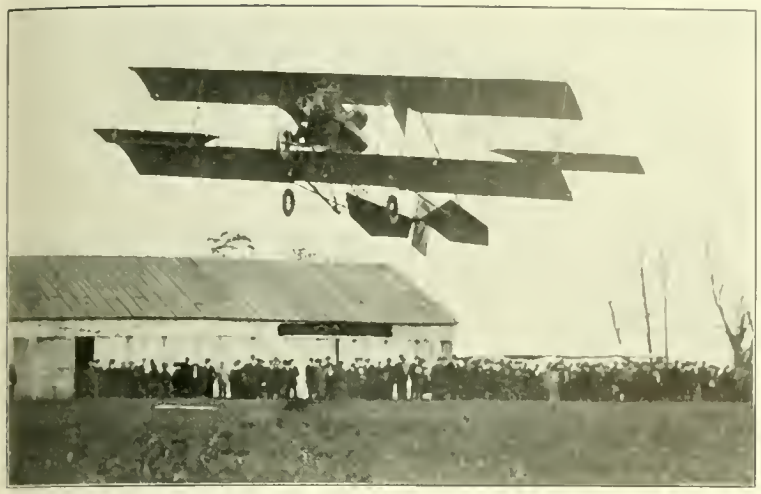
Right at the start the fair officials were up against one of the biggest obstacles imaginable. The outbreak of the dreaded foot and mouth disease among cattle throughout the East served to make them believe that an exhibition of cattle, in other words a cattle show, always one of the biggest features of the fair, impossible. Such a show might be conducted this fall in connection with the New England fair, but as many of the officials are themselves breeders of fine cattle, they readily understand the feeling of fear exhibitors of cloven-foot animals in previous years would have about sending cattle to the different fairs this fall.

Long before the State Board of Agriculture made any recommendations as to what should be done about the exhibitions of cattle at fairs, officials of the cattle department of the fair had sounded owners and breeders in all parts of the East. The result was that returning letters indicated that the majority of these men were decidedly adverse to sending cattle away from their farms so soon after many of the farms of their neighbors' had been laid bare of several thousand cows, pigs and other cloven-footed quadrupeds.

Animal industry officials in some instances make it known that in their belief the danger of further infection of cattle with the dreaded disease is over with. Others are just as strong in their assertions that so little is known about the life of germs which spread the disease that too great precaution guarding against another outbreak cannot be taken.

New England fair officials decided on what seemed the wisest course—to give up any idea of a cattle exhibition

Agricultural Hall and Specimen Exhibits



AEROPLANE FLIGHTS TO BE FEATURED AGAIN

and not assume any responsibility of being instrumental in a further spread of the disease.

With this decision also came the decision to extend every effort possible to contract for new, sensational, original as far as possible and unique attractions, no matter what the cost of these might be.

Experience of fair officials the country over has proven that an aeroplane is about as attractive an attraction which can be secured, and accordingly the Worcester men set out and secured the best aeronaut obtainable outside the government service perhaps.

He is William S. Luckey, winner, in 1913, of the American aerial derby, the course of which was around the city of New York and some of the country to the north, south, east and west of the metropolis. He is to make two flights daily.

The biggest firemen's muster given in New England in recent years and possibly the biggest ever given in New England was next decided upon as an attraction which would serve to draw veteran and active firemen from all parts of the New England states and at the same time present at the fairgrounds an exhibition of fire engines seldom seen.

Muster day is to be September 8. For this alone the sum of $1500 has been set aside for prizes, the largest of which will be $300, this for the winner of first. In all there are 18 money awards. Beside these, merchandise prizes are to be given to the largest man in line, in uniform, to the smallest man and to the oldest man.

These two big attractions alone, it would seem, would mean the expenditure of a sum of money sufficiently large enough to attract many thousands of people to the grounds, but beside them there is a third, the cost of which cannot be foretold with any accuracy, but which may, in the end, cost much more than either of the two mentioned thus far.

This third one is the battle of flowers. Such a pageant of automobiles and flowers, gaudily dressed people and just as gaudily costumed autos has perhaps never been witnessed in Massachusetts as that for which plans have been made. No expense is spared in the preliminary work going on to make this feature one of the most talked about of any fair this fall.

It is to take place the second day of the fair. Automobilists from all parts of New England have been invited to participate, and at one of the last meetings of the battle of flowers committee, Russell R. Coes, one of the best known automobile enthusiasts in the East, was chosen to get together as large a number of entries as possible.

Private individuals and dealers alike have reported that the proposed gigantic battle of flowers appeals to them and that their support can be counted upon to furnish reinforcements for the great charge in which flowers are to be the sole ammunition.

As in the firemen's muster, a large sum of money has been set aside for prizes in this event. Classes have been so arranged that one exhibitor has an opportunity of winning as much as $225, and these classes are so made that the owner of a motorcycle, a Ford or even a Pierce-Arrow may compete and have an equal footing in the competition for prizes.

All vehicles are to be elaborately decorated. The battle will begin after the last class of florally-decorated autos have been judged. It will take place in front of the grandstand, and spectators at the fair will be allowed to cast any and all kinds of bouquets at the passing chauffeurs and persons within their vehicles.

ONE OF THE MIDWAY FEATURES

A FAMILY OF PERFORMERS

The idea for this big battle originated with Secretary Burt Durell and President Walter D. Ross of the Worcester Agricultural Society. Both are aware of the beautiful sight such pageants give when staged in New Orleans and in southern France, where, it is said, they originated.

So great has been the number of vaudeville acts booked for the fair this year there is now thought of adding an extra stage to the equipment for the exhibition. Something like 20 acts, most of them new to Worcester fair-goers, have thus far been booked and lines are out for more.

Among the number is the exhibition of Peloquin, one of the Ed. R. Hutchinson troupe from Elmira, N. Y. This man, whose act is a thriller, elevates himself to the top of spiral incline 40 feet high by means of careful manipulation of his feet on a large rubber ball. Once at the top of this incline he works his way out onto a seesaw, balancing himself, at the same time seesawing while standing on the top of the big ball.

At night this act will be so staged that Peloquin will be enveloped in sparks, the result of the explosion of several hundred dollars' worth of fireworks beneath and about him.

Another of the vaudeville acts will show Paul Pedrin and his giant baboon. Pedrin is a foot juggler, juggling anything from an apple to a cannon of no mean size on his feet. He is called the man with the chameleon feet, and his specialty, "Pastimes on a Battleship."

Then there will be Hillary Long, the man who leaps the gap on his head, only his head in this case will be supplied with roller skates. The leaping stunt is accomplished high up in the air, and the gap, which is in the middle of a fairly steep incline, is no small one. Long also is a head balancer, doing many trapeze acts.

Other vaudeville acts among the many booked are those by the Boris Fridin troupe of Russians, singers and dancers; Arizona Joe and his troupe of cow-boys and cow-girls; the Quincy's, Margaret and Thomas, shallow water divers, who dive from an elevation of 90 feet into water only four and one-half feet deep; the comedy circus which has with it the bucking donkey, and Alvin Greene, Esq., the rube.

Alvin claims a distinction which most men would be content to say little about. He says, and doesn't threaten to sue for libel if it is said publicly, that he has been arrested no less than 3000 times for disturbance of the peace, so successful has he been in his act of depicting a gentleman of the rural districts.

Jack Driscoll, the baritone, the man who sings with the band, and Miss Gertrude J. Van Deinse, the lady who sings with the band, have also been secured to appear. Driscoll was at the fair four years ago and scored a decided hit.

A parachute leaper who will make six and eight leaps while thousands of feet in the air has also been engaged.

Horse racing, always a strong feature of the fair, will be stronger than ever this year. Larger purses have been announced and the horses promise to be greater in number and better in quality, for the fair is the next week after the Bay State shortship circuit meeting at Hillsgrove, R. I., and Greendale track will be invaded for a second time by the circuit horses.

Light harness racing has its followers in Worcester, and so does jockey racing. Complaint in previous years has been there was not enough of the latter. Therefore, this year there will be more jockey races than ever. Both brands will be under the supervision of Edward Moulton, recognized as one of the best versed horsemen in the East.

Philip N. Curtis, superintendent of the horse show department, has announced larger and more premiums. What is true in his department also is true of the many other departments. The big night athletic meet also promises to be more attractive than ever.

Beekeeping is to be strongly featured, both the State Board of Agriculture and Worcester County Beekeepers' Association being deeply interested in this year's exhibition of the honey-makers. In connection with this department Massachusetts Agricultural College at Amherst will send bee experts.

Before the grounds are ready for the big exhibition, however, many changes are to be made. A new entrance, new offices for the secretary and treasurer and new auto parking space, as well as improvements in the hall for the auto show are a few of the things being made at the grounds.

Local Bank Clearings

A decided improvement in business conditions in Worcester for July, 1915, as compared with the same period in 1914 is reflected in the monthly statement of bank clearings, reported by the Worcester Clearing House Association.

Clearings for the month of July totalled $12,724,713, against $11,679,553 for July, 1914, a net gain of $1,045,160.

Unusual activity in the various machine tool industries of the city is given as the principal reason for this marked difference.

WORCESTER A QUARTER CENTURY AGO

August, 1890

Kansas Veterans Entertained

Through the streets of Worcester on August 11, 1890, applauded by thousands of spectators, while bands played and flags waved, a splendid parade of Grand Army veterans of Worcester and Kansas City took place just previous to the national G. A. R. encampment held that month in Boston. It was the most notable Grand Army demonstration that Worcester had ever seen up to that time since the days when the boys in blue returned from the battlefields of the Civil war in 1865. Not many Grand Army gatherings have occurred in the city since then which equalled it in significance.

Worcester was the host for one day of the Kansas City Veterans, as they were called. They comprised a delegation of 46 men, with the Third Regiment band, under command of Capt. Henry J. Taylor, whose daughter, Miss Fannie Taylor, was "the daughter of the regiment." She marched with the soldiers and wore a military uniform.

These veterans were on their way to the Boston encampment, and had been invited by George H. Ward Post, No. 10, to stop over in this city as guests of the Worcester Grand Army men. Officially the visitors were Co. A, Third Regiment, National Guard of Missouri.

Commander Charles H. Pinkham, of George H. Ward Post, received them, assisted by the other officers of the post. In the parade, in which the Post acted as escort for their guests, over 400 Worcester Grand Army men turned out.

At their head marched the 21 members of the Post who were serving on the police force. They wore both their policemen's badges and their Grand Army insignia, by special permission of the chief of police. The 400 veterans presided as a battalion of 25 companies, and when on August 12 at the big Boston parade they again appeared in public, they marched in the same formation.

As part of the big Boston procession of over 50,000 blue-coated veteran soldiers, the Worcester post had the place of honor at the head of the second Massachusetts division. President Harrison was one of the speakers at that gathering.

Before their departure for Boston, the Kansas City veterans were given a banquet and throughout their stay in this city there was a continual interchange of reminiscences concerning the battles of the great war. In the evening a display of fireworks took place.

George H. Ward Post in that same month mustered in no less than 48 recruits, breaking all records for musters.

During the visit of the Missouri Grand Army men, one of the places of interest was the old Exchange Hotel on Main street, where Washington stopped October 23, 1789, and where Lafayette was also said to have spent a night. The old hotel was much decorated and visited by many of the veterans.

Great Gathering of Oarsmen

Regatta enthusiasts were in high clover in this city on August 13 and 14, 1890, when the annual regatta of the National Amateur Rowing Association was held on the waters of Lake Quinsigamond. Every time this regatta was held in Worcester it attracted a vast number of spectators and drew together the most skillful rowers and sculllers in the east, if not in the country.

The regatta of 25 years ago was no exception; many thought at the time that it was even better than any that had preceded it. For two days well-matched wielders of the oar struggled for supremacy, until the conclusion of each event established the national champions in that particular class for the year to come.

For the first time at such a gathering there was a clerk of the course. Captain Van Roden, of the Atalantas Rowing Club, of New York, acted in this capacity. His work was centered in getting all the contestants at their place at the starting line and getting them off in time.

The entries included the following: Eight-oared class, Bradford Boat Club, of Cambridge; Wachusett Boat Club, of Worcester, and Atalantas Rowing Club, of New York. Four-oared class, Argonaut Rowing Club, of Toronto; King Philip Boat Club, of Fall River; Ottawa Rowing Club, of Ottawa; Atalantas Rowing Club, of New York; Bradford Boat Club, of Cambridge; Toronto Rowing Club, of Toronto, and Albany Rowing Club, of Albany.

There were also events for four-oared junior rowers, pair-oared teams and double and single scull shells.

Lay Cornerstone of New Church

Several hundred church folk of the city, most of them Baptists, witnessed the laying of the cornerstone of the Pleasant Street Baptist Church on August 5, 1890. The cornerstone was that of the present edifice at Pleasant and Ashland streets.

Part of the contents of the cornerstone were taken from the copper box placed in the cornerstone of the first building, erected in 1843. The old church was demolished at the time the present building was erected, and while the workmen were tearing it down, they came upon the copper box which had been placed in the cornerstone of the old building.

In this box was found a silver plate with the words "Worcester Second Baptist Church." John Jennings was then pastor of the church. The old cornerstone was laid June 8, 1843, and in the box was a copy of the *Worcester Paladium* of June 7, 1843, and the *Massachusetts Spy* of the same date.

These were placed in the cornerstone of the new building, together with an old testament taken from the old building, and which was used for the scripture reading during the exercises at the laying of the new cornerstone. This old testament was barely able to hold together and was in a poor state of preservation.

Taking part in the exercises on August 5, 1890, were Rev. I. J. Lansing, pastor of the Salem Square Congregational Church; Rev. D. H. Stoddard, pastor of the Dewey Street Baptist Church, and Rev. G. G. Crafts, pastor of the First Baptist Church. The cornerstone was laid by Deacon R. F. Comstock, chairman of the church building committee.

How to Get South American Business—and Retain It

THE WORCESTER MAGAZINE takes a pardonable pride in reproducing the following letter received from Rosario, South America, in the very last days of July. Our reasons for publishing this communication as an editorial contribution are two-fold: In the first place, this letter shows an advertiser as nothing else can the practical character of an international circulation, reaching as we do every month every American consular agent on the globe, and, secondly, and perhaps more important of all, this letter affords first-hand corroboration of the soundness of the theories we have advocated for years with reference to the desirability of the South American market.

There is no business body in the United States more sanely outfitted to go after foreign trade than the Worcester Chamber of Commerce. We have a foreign trade commission manned by sensible and practical men, just as sensible and just as practical as those comprising the Foreign Trade Commission of Pittsburgh, and, in addition, we have in the Worcester Magazine a medium which is falling constantly under the eye of men in every quarter of the globe who are interested in buying American made goods, if proper arrangements of a permanent character can be made for their delivery by our manufacturers.

This body is besieged weekly, and at times daily, by inquiries from all over the globe for commodities, some made here and some made elsewhere, but all made in America.

It seems a great pity that we cannot have forty to fifty pages of first-class advertising in every issue of this publication, printed not only in English, but in French, Spanish and Portuguese, setting forth for the benefit not only of our brothers to the southward, but for the benefit of all mankind, the manifold advantages possessed by the goods made in this country, and our desire and willingness to place them anywhere on earth that a demand for them exists.

The letter from our South American correspondent, printed precisely as received, merits the attention of American manufacturers wherever dispersed. It follows:—

Address:—Maipu 972,
Rosario de Santa Fé,
Argentine Rep.

Rosario, June 27th, 1915.

Worcester Chamber of Commerce,
Worcester. Mass.
EE. UU. de America.

Gentlemen:—

I called at the American Consulate, Mr. Dawson, Jr., of this city, and looking over various magazines, I came across your valuable Worcester Magazine of December, 1914, issue, wherein I found a very important article written by the firm of L. S. Starrett & Co., of Athol, in northern Worcester county. I have read this article with interest and hope that every American business man who wants to do business in the South American Republics would take the time to read that article. It would enlighten them how good business can be established here if they will abide by the customs and methods of this country, and forget that they want to educate the old business men here how business is done in the States. That if they want their goods, they have to pay f. o. b. factory or cash against documents at New York,—which is absolutely the wrong way of going about to get the trade here. When the American manufacturer is looking for a new field, he has to change his methods to the methods of the people he wants to sell to. Then he can do business, otherwise all the correspondence and catalogues will go into the wastebasket.

I have been down here for nearly five years and have the same trouble to fight against my own countrymen to show them where they make the great mistake by trying to do business as we do at home.

Will you please be kind enough and mail a copy of that December issue to the following firms: Neil C. Hurley, Hurley Mfg., Clinton and Monroe Sts., Chicago; The Hill-Canton Dryer Co., Canton, Ohio, and the Clipless Paper Fastener Co., Newton, Iowa. And please send me the bill for the same. I should like to know what you will charge me to send me your Magazine down here for one year? I am

Yours very truly,

W. D. MEYERS.

Worcester Chamber of Commerce
Worcester, Massachusetts, U.S.A.

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Stamps and Envelope Sales

A decrease of approximately $24,078.01 in comparison with the last fiscal year is noted in the annual report of stamp sales at the Worcester postoffice for the fiscal year which closed on June 30.

The amount received from stamp sales for the past 12 months was about $542,876.69 and for the fiscal year ending June 30, 1914, it was $566,954.70.

For the fiscal year ending June 30, 1911, the sales were $457,916.93, in 1912, $467,512.11 and in 1913, $512,374.13. Receipts of the office for June were $43,591.86, in comparison with $48,683.87, a decrease of $5092.01.

Current Events

General

July 1. Eighty-four pupils presented diplomas at joint graduating exercises of Worcester boys' and girls' trade schools.

Miss Miriam Titcomb elected to succeed Frank H. Robson as head of Bancroft School.

5. Independence Day observed with municipal celebration and by various social and fraternal orders.

Americanization Day exercises draw large crowd to Mechanics hall.

8. Isaac B. Nichols, sexton of All Saints' Church 33 years, resigns.

12. Metropolitan Water Board buys Washacum Park, famous picnic grounds, and announces close of property on January 1.

Atty Francis P. McKeon appointed district deputy for Knights of Columbus Councils in vicinity of Worcester.

16. New Washington Square sub postal station opened with John T. Sheehan acting superintendent.

20. Second squadron of 2d U. S. Cavalry from Fort Ethan Allen camp in Worcester.

29. Warren E. Tarbell, Brookfield, announces candidacy for Republican nomination for County Commissioner.

City Affairs

July 1. Finance Committee recommends order for $250,000 appropriation for Lake Quinsigamond bridge.

2. Total of 47,301 men assessed for poll taxes, an increase of 1546 over last year.

6. Battery B leaves for Tobyhanna, Pa., for 10 days' tour of field duty; Worcester battalion Second Regiment leaves for Fairhaven under command of Major H. H. Warren.

Municipal playgrounds formally opened for summer season.

Orders totalling $12,000 for repairs to schoolhouses passed at closing session of City Council.

City Council passes loan order of $250,000 to build new Lake Quinsigamond bridge.

22. Assessors announce tax rate of $20.40 per $1000 valuation for 1915.

23. City awarded $35,823.74 by State and National Governments for loss of hogs at Home Farm sustained through hoof and mouth disease.

Industrial

July 7. Mrs. Addie A. Healey sells Albion apartment block and extra lot of land at Main and Jackson streets to Harris Glick. Assessed value, $41,900.

Inventory of Ransom F. Taylor estate shows personal property of $24,847.16 and real estate of $850,220.72.

6. Steere Music Store buys business of S. R. Leland & Sons.

12. Hyman J. Rome buys Theodore Parker property at Pleasant, Piedmont and Hawley streets, assessed value of $28,800.

Dr. Frederick Bryant elected Great Junior Sagamore of Massachusetts I. O. R. M.

13. Stockholders of Worcester Gas Light Co. authorize the directors to petition the Board of Gas and Electric Light Commissioners for a $1,000,000 bond issue to take up indebtedness caused by improvements.

14. Capt. Charles H. Pinkham, deputy collector of customs, resigns, and Charles F. Cook, appraising officer and inspector, appointed to fill vacancy.

Barnard Press buys Exchange hotel property from Dr. E. E. Frost, assessed value of $37,700.

Necrology

July 4. In Enfield, Conn., James A. Colvin, founder of the J. A. Colvin Foundry, aged 82 years and 14 days.

5. At his home, in Auburn, S. Payson Perry, widely known farmer, aged 74 years and 3 months.

7. At Saranac Lake, Albert J. Ossene, for 10 years Worcester manager of Mutual Finance Co., aged 38 years.

19. At his home, 1404 Main Street, Norman F. Tucker, widely known contractor, aged 51 years, 9 months and 18 days.

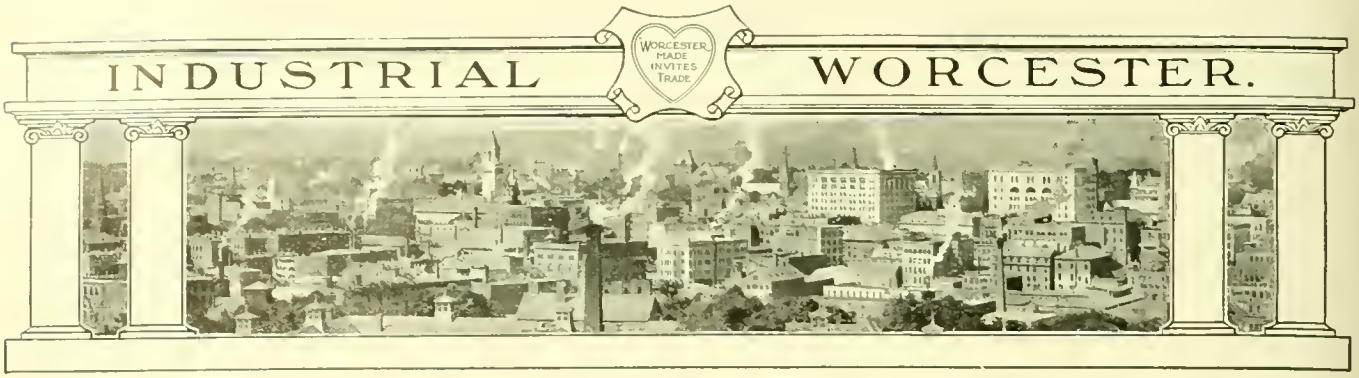
20. At his home, 10 Fairmount street, James A. Higgins, former principal of public schools in St. Louis and one of original staff of Hinman Business College staff, aged 81 years, 3 months and 15 days.

At his home, 581 Pleasant street, Elroy D. Foster, manager of shade and screen department of E. J. Higgins Co., aged 58 years, 8 months and 6 days.

22. At his home, in Jacksonville, Fla., Daniel H. Casey, a former principal of Grafton street school.

23. At his home, in Roxbury, George Henry Lloyd, oldest alumnus of Holy Cross College, aged 82 years.

29. At Royal Oak, Md., Arthur R. Haven, former manager of the D. H. Eames Co., and an ex director of the Worcester Chamber of Commerce, aged about 15 years.



The Graton & Knight Exhibit at the Panama-Pacific International Exposition

The Graton & Knight Manufacturing Company, Oak Leather Tanners and Belt Makers, of Worcester, Massachusetts, have an especially complete and instructive exhibit of leather belting and leather specialties in their booth in the Palace of Machinery, at the Panama-Pacific Exposition. This exhibit is divided into three separate and distinct divisions.

Exhibit of the Graton & Knight Mfg. Co., Avenue H and Second Street, Palace of Machinery, Panama-Pacific International Exposition, San Francisco, Cal.

The First Division represents the complete line of Graton & Knight leather belting, including all their regular brands as well as their famous Neptune Waterproof and Spartan Steamproof brands. This part of the exhibit is so arranged that visitors may easily inspect each grade of belting displayed.

The Second Division or Panel Exhibit, is one of the most elaborate exhibits in the Machinery Palace. Here is found an interesting display of various cuts of leather, the company's different brands of Lace Leather, also Round, Twist and Built-Up Round belting, all of which is particularly interesting to users of these various products.

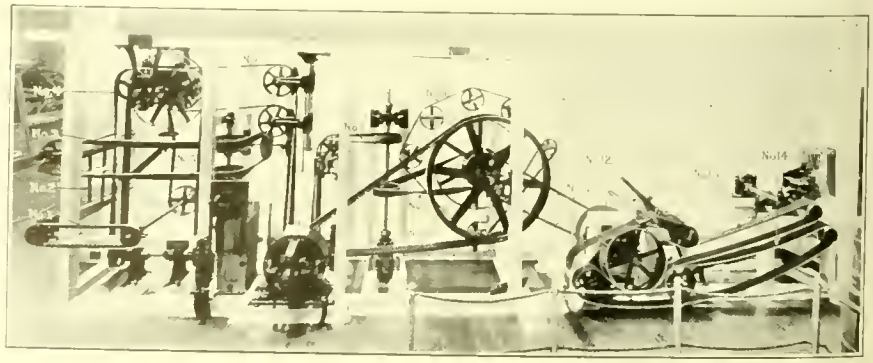
It is well known that certain portions of the hide are not suited for belting purposes, yet when sorted and specially finished they are unsurpassed for manufacturing leather sundries. The major portion of this Specialty Exhibit is a demonstration of the manner in which the Graton & Knight people utilize the leather which is unsuitable for use in their high grade belting. It is both surprising and interesting to note the great variety of leather sundries shown, principal among which are Automobile and Motorcycle Leather Specialties of every description, Strapping for all purposes, Trunk Handles, Leather Aprons, Packings, Gaskets, Discs, Pump Leathers, Washers, etc.

In this division is also found a representative showing of Shoe Counters, Soles, Welting, and other shoe supplies manufactured by the Worcester Counter Company, also bicycle and motorcycle saddles manufactured by the Persons Manufacturing Company. Both these companies are a part of the Graton & Knight Corporation.

The Third Division is a running exhibit and is divided into two sections. The first section comprises an operating exhibit of some dozen or fifteen different types of drives. They represent some of the most difficult drives in factory experience, and are all successfully belted, not in accordance with theory, but as a result of many exhaustive tests and sixty-four years' experience in manufacturing leather belting for all conditions of service. The drives shown in the accompanying illustration of this operating exhibit are as follows:—

1—⅞" single strand "V" belt drive
2—Cone drive (textile machinery)
3—Mule drive in horizontal plane
4—Bicycle drive (Cotton Mill Spinning Frames)
5—Vertical drive with weighted idler
6—Quarter-turn drive with two idlers
7—Mule drive in vertical plane
8—Five strand 1¼" "V" belt drive reduction; ratio, 7 to 1
9—Stripper drive (Woolen Card)
10—Quarter-turn drive without idler
11—1½" single strand "V" belt drive
12—Matcher head drive } High Speed Planer and Matcher
13—Upper cylinder drive } High Speed Planer and Matcher
14—Lower cylinder drive } High Speed Planer and Matcher

In the second section of this division is a wonderful demonstration of the remarkable qualities of their famous Spartan Brand of steamproof leather belting. Two of these Spartan Belts drive through a heat chamber of 200° F. and from there into a bath of oil and water, thereby proving most conclusively the heat, oil and waterproof qualities of the Spartan Brand.



Operating Exhibit

The Graton & Knight exhibit is an impressive showing of their complete line of products, the quality of these products and their various uses. It also convincingly demonstrates their policy to supply not only high grade goods, but to study conditions with a view to furnishing their customers the grade and construction of belting best suited to their individual requirements. To give the trade the best possible service along these lines they maintain a large Engineering Department thoroughly equipped to analyze any type of drive or any installation, and submit recommendations for the most efficient and economical method of transmission.

The Graton & Knight Manufacturing Company cordially invite all visitors at the Exposition to call at their booth and inspect their goods there displayed. Their representatives in charge will be glad to explain all features of the exhibit and to give suggestions in regard to the particular needs and problems of each visitor.

Ross Brothers' Co. Spiral Chute

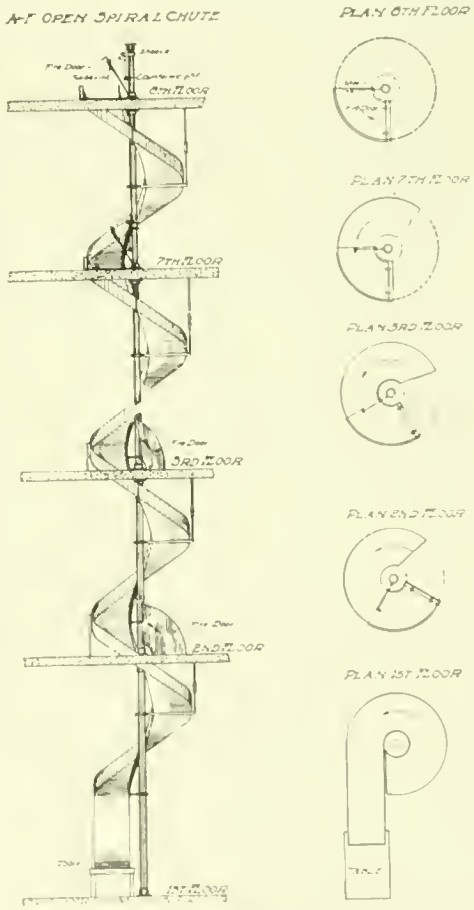
The accompanying cuts illustrate the spiral drop chute that the Ross Brothers Co., dealers in seeds and agricultural implements, 90-92 Front street, has installed and is now using on the Mercantile street side of its building for the purpose of the better handling of merchandise for delivery. The chute, which is of steel and painted black, is not only the only one of its kind ever installed on the outside of a building anywhere, as far as known, but is the only outgoing merchandise conveyor to be erected in Worcester, for business purposes. The company is the originator of a movement to bring about a more efficient system of delivery of goods and results thus far accomplished indicate a success that is likely to be followed by other merchants who do a large business that requires the handling of merchandise from several floors to delivery trucks and wagons. The chute in the short time that it has been in use has convinced the officials of the company that it is economical and much cheaper than an elevator to maintain, though it does not answer all the purposes of an elevator, inasmuch that goods cannot be carried up by this method like an elevator, but only down. The cost of its upkeep is nothing, no water being required to operate it and the expense of maintaining it year in and year out is the same, as no repairs are considered necessary. It is one of the few equipments of a mercantile establishment that does not carry an overhead expense.

It took several months to install the chute, but it is now in working order and open to the inspection of the public. Walter D. Ross, president and treasurer of the company, who is responsible for introducing the chute in Worcester, says that he or any of the employes will be glad at any time to demonstrate its use to customers and friends.

The chute was erected by the Alvey Ferguson Co., inc., manufacturers of conveying machinery, whose main office and factory is in Cincinnati and which has branch offices in Boston and other large cities, including London and Manchester, Eng. According to the builders the spiral chutes are designed especially for handling merchandise in bundles, boxes, bags, barrels, cases, etc., from the upper floors of any establishment to the first floor or basement for delivery or shipment. They are adapted to any line of business in which it is necessary to lower such packages from upper to lower floors and are used principally in the interior of large department stores and wholesale houses as well as warehouses. The advantages over platform elevators are apparent as the time, power and labor consumed in lowering packages on platform elevators is practically every bit saved by a chute.

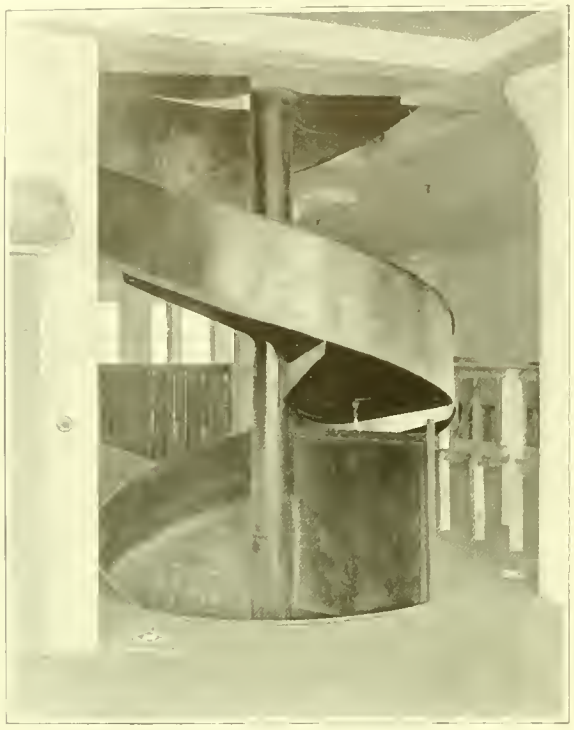
As the illustrations show, the chute is a stationary installation, circular in shape and constructed of solid steel plate throughout, consisting of an outer sheet enclosing a highly polished steel blade descending in circular turns so that packages

Exterior View of Ross Brothers' Co. Chute



Typical Plan, Elevation and Sectional View of An Enclosed A-F Spiral Chute

travel automatically of their own weight on this blade from starting point to destination at the shipping floor or platform. The chute rests on a reinforced concrete foundation and the out-



Interior of Spiral Chute

let is on a level with the platform, which is the same height of a truck or wagon floor. There are openings to the chute on each of the four floors of the building, both receiving from and delivering to any floor without interfering with the others. Special fire doors connected with fusible links are provided on each floor or at each opening. In case of fire the links melt and the door is automatically closed.

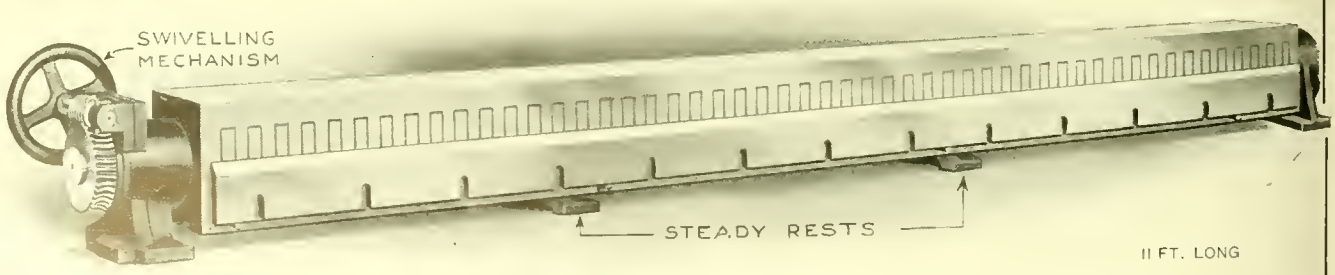
The chute has practically an unlimited capacity for lowering packages. It carries larger packages and yet occupies less floor space than any other means of conveyance. Old fashioned methods limit not only the capacity but the amount of possible business that can be handled. All expense for power for operation is eliminated. A vast amount of formerly wasted time and labor is saved, according to Mr. Ross. Gravity and the weight of the package constitute the total power or labor required. Anything from a package of seeds to a barrel may be sent down the chute and all that is required to keep things moving is to have a man take them out of the way as fast as they land at the bottom.

The chute is taking the place of an elevator for the delivery of merchandise from the various floors for shipment, though the elevator is retained to carry goods for storage to the upper floors. There are some things the company carries in stock that cannot be sent through the chute such as pitchforks, rakes, etc., and these will be continued to be carried to the shipping platform on the elevator. But anything in the line of a bundle goes down the chute.

It is about seven feet in diameter and 45 feet high, being especially constructed for the company from ideas suggested by Mr. Ross after inspecting similar conveyors in several large cities. Those that he saw were all interior chutes and he evolved the idea of having one installed on the outside rather than on the inside of his establishment. The chute is so constructed that the velocity of a package doesn't increase as it descends.

Mr. Ross, in speaking of the advantages of the chute over an elevator, says that the principal one is the saving of the expense of lowering goods from the upper floors. It can handle goods faster, he says, than an elevator and its capacity is unlimited. Another is the saving of time of waiting, both at the top and bottom of the chute. An expense of no small item during the year that is saved is for water that it costs to operate an elevator.

Worcester Machine Screw Company
Standard Screw Company Successor
Set, Cap and Machine Screws and Special Parts
Worcester, Mass.



The Product of EXPERIENCE—The Old Reliable Walker Magnetic Chucks
Fully Guaranteed, All Sizes
O. S. WALKER & COMPANY, Worcester, Mass.

NEW ENGLAND FAIR

Worcester, Mass.

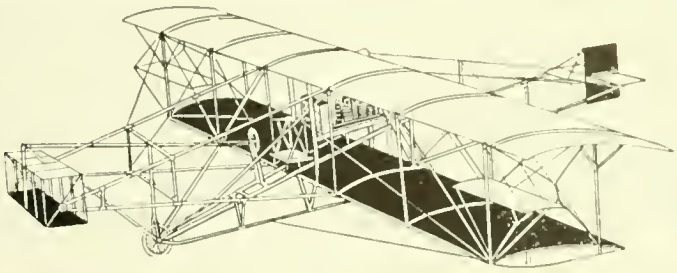
FOUR BIG DAYS

September 6, 7, 8 and 9

OPENS LABOR DAY

TWO GALA NIGHTS

War-Plane Flights Twice Every Day



See the "Dip of Death"

The heart-stilling drop of 1000 feet HEAD FIRST that has ended in disaster for some aviators.

War Manoeuvres — Bomb Dropping — Spiral Glides, Etc.

By the famous aviator WM. S. LUCKEY—Beachey's only rival!

Six Parachute Leaps from a Monster Balloon

A Fearless Wizard of the Air makes SIX SEPARATE DROPS at one ascension.

One of the Most Startling and Thrilling Performances ever brought to Worcester.

Society Horse Show

Bigger and Better than ever. A galaxy of Equine bluebloods that prance and step their way into your good graces while you enjoy their wonderful intelligence.

"Battle of Flowers"

Gayly Floral Decorated Automobiles will engage in a riot of Fun in which they hurl beautiful floral missiles at each other for prizes. Unique and Beautiful.

Mammoth Firemen's Muster—Firemen's Day, September 8th

A Big List of Champion Fire Companies with their sturdy Hand Tubs are entered for the Big Prizes. The Champions of the World are in the list and there'll be "hot times." Come and see the fun.

Biggest Vaudeville and Mid-Air Show

Ever Assembled Under the Blue Canopy of Heaven

PELOQUIN—40 feet in the air—he stuns you with his defiance of the laws of gravitation.

HILLARY LONG—"Leaps the gap" standing on his head upon a roller skate—a thriller.

DEWAR'S COMEDY CIRCUS—Ponies, Dogs, Bucking Mule, etc.

FOUR LIKENS—Aerial casters. They hurl each other thru space as if they were handling meal bags.

RIVA LARSENS—Two ladies and two gentlemen in a sterling act in mid-air.

8 RUSSIAN DANCERS—Including a Famous Russian Beauty.

"DAYS OF '49"—A Monster Wild West Show of highest class with all the excitement that goes with wild riding, etc.

PAUL PEDRINI AND "TOBY"—A giant African Baboon does all the tricks his master performs.

DAVIES FAMILY—Human Jugglers. They use each other pretty roughly in a sensational act.

THE QUINCYS—Margaret and Thomas. The world's champion High Diver and a perfect Venus.

THE RACKOS—ROY HILL—STEINER TRIO—CLAIRE SISTERS—THE FIVE ROMANOS—GEO. COLE TROUPE—EDDIE TRIO—ADELE VON OHL and other Big Acts.

Night Athletic Meet---Wednesday, September 8th

Fireworks---Monday and Wednesday Nights

AUTO SHOW

Industrial Exposition

Worcester Merchants' and Manufacturers' Displays

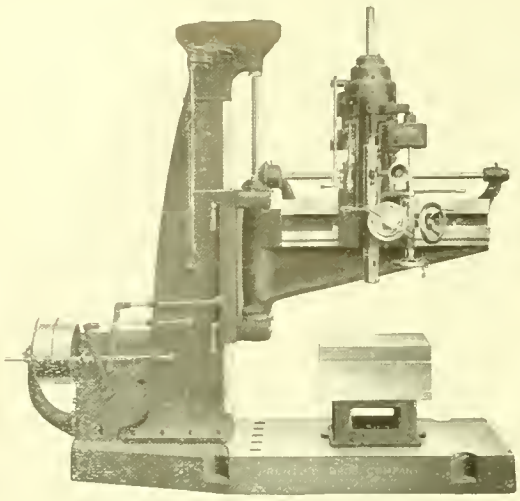
Trotting, Pacing and Running Races

Mlle. GERTRUDE VAN-DEINSE, Prima-Donna

POULTRY and PIGEON SHOW

Vegetables
Fruits
Flowers

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication.
Worcester, City of Prosperity, invites your trade



The Throw of a Single Lever

attached to the patented Combined Feed Clutch and Spindle Quick-Return mechanism, enables the operator to—either raise or lower the spindle—operate the lever feed—and to engage or disengage the power feed—

This and many other time-saving features are contained in the latest

PRENTICE ALL-GEARED MOTOR DRIVE BALL BEARING DRILLING MACHINE

A rigidly constructed machine tool that is capable of furnishing a powerful torque for heavy work and high speeds for light work.

Special Spindle Counterweight Safety Device eliminates the possibility of accidental dropping of weight.

Feed mechanism can be locked securely by a simple latch pin without interfering with spindle quick return movement.

The "Prentice" consumes only about half of the power required for the same work by ordinary drilling machines.

Write for newest catalogue

REED-PRENTICE COMPANY

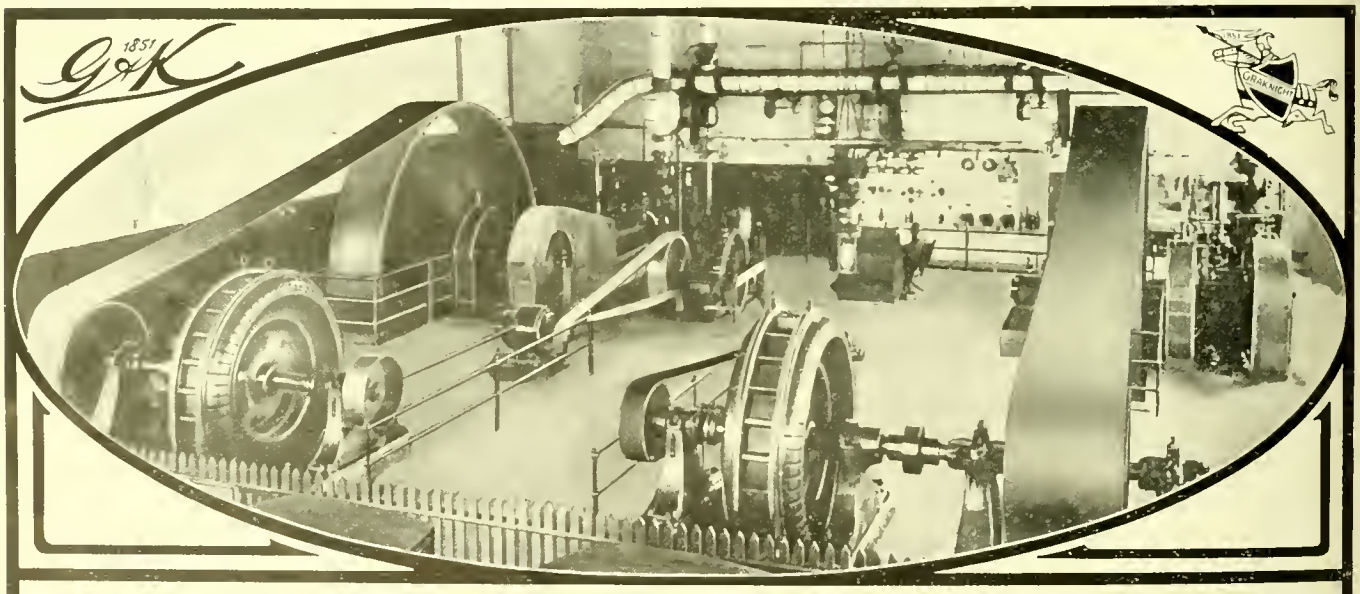
WORCESTER, MASS., U. S. A.

Selling Agents:

Manning, Maxwell & Moore, Inc., 119 West 40th Street, New York City

Philadelphia San Francisco Cleveland Boston St. Louis Buffalo Pittsburgh
Chicago Mexico City Detroit Milwaukee Yokohama, Japan

Foreign Agents: Fenwick Freres & Co., Paris, France; Charles Churchill & Co. Ltd., London, England; Van Rietschoten Houwens, Rotterdam, Holland; Moscow Machine Tool & Engine Co., Moscow, Russia; F. G. Kretschmer & Co., Frankfurt a.M., Germany; Buck & Hickman, London, England; Selson Engineering Co. Ltd., London, England; Alfred Herbert, Ltd., Coventry, England; Schuchardt & Schutte, London, Berlin, Vienna, St. Petersburg, Budapest, Stockholm and Copenhagen; The Allied Machinery Co. of America, Brussels, Paris, Turin and Zurich; H. W. Petrie, Ltd., Toronto and Montreal, Canada.



ECONOMY IN POWER TRANSMISSION

Interests every manufacturer to-day as never before. The following letter is evidence of what degree of economy can be realized from the use of G & K Belting.

HUNTINGTON, IND., April 10th, 1914.

the two 36" 3-ply GraKnight Belts installed October, 1904, and May, 1906, have done more than their duty, having transmitted 600 Horse Power with an overload of from 25 to 30%. These belts are connected with two Hamilton-Corliss Engines, operating most of the time twenty-four hours per day. We cannot recommend these GraKnight Belts too highly.

HUNTINGTON LIGHT & FUEL CO., Frank D. Townsend, Supt.

Both belts are to-day in excellent condition, transmitting the same amount of H. P. and giving the same degree of satisfactiun, as heretofore.

Remember—there is a G & K belt for every drive, and its use means "Economy in Power Transmission." May we serve you?

THE GRATON & KNIGHT MFG. CO., Worcester, Mass., U. S. A.

OAK LEATHER TANNERS AND BELT MAKERS

Branches in Principal Cities

You will benefit this [illegible] that [illegible] this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication

Worcester, City of Prosperity, invites your trade

Morgan Construction Co.

Have Built for Rolling Steel Products

76 PLANTS

62 in United States

5 in Canada
2 in England
1 in France
1 in Austria
1 in Belgium
4 in Germany

MORGAN CONSTRUCTION CO. M C Co WORCESTER, MASS.

A LOOM FOR EVERY FABRIC

WORCESTER PLANT

Everything that may be woven by power—practically every kind of fabric used by civilized beings—is produced on looms built in these works.

Woolens and worsteds, silks, velvets, ribbons, cotton goods of every description, carpets and rugs, mattings and hammocks, belting and webbing, furnish an idea of the great variety of our weaving machinery.

In addition are dobbies, jacquards and supplies built in all of the different plants.

CROMPTON & KNOWLES LOOM WORKS,

WORCESTER, PROVIDENCE AND PHILADELPHIA

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication.
Worcester, City of Prosperity, invites your trade

Jackson Street Foundry

Light and Heavy

IRON CASTINGS

J. A. COLVIN, Proprietor

52 Jackson St. Worcester, Mass.

SHEET STEEL STAMPINGS

We make a specialty of sheet metal stampings and

Deep Drawn Work

finished in Nickel, Brass and Copper.

LET US ESTIMATE ON YOUR WORK.

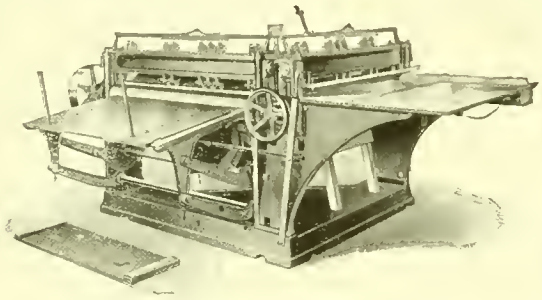
Case-hardening to meet particular requirements.

MATTHEWS MFG. CO.

Worcester, Mass.

Paper Box Machinery

EVERY MACHINE NEEDED for the MANUFACTURE of



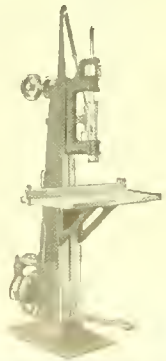
Double Scoring and Cutting Machine

PAPER BOXES, MACHINES FOR SLITTING AND RE-WINDING PAPER AND CARDBOARD, GLUING MACHINES, BALING PRESSES, PASTE AND GLUE MIXERS.

HOBBS MANUFACTURING COMPANY

26 SALISBURY STREET WORCESTER, MASS.

Improved Boring Machine



THE spindle is made of crucible steel, has No. 2 Morse taper hole to receive chuck, and the bearings are of genuine babbitt metal. It has two stops to regulate the travel of the spindle, one in the head to adjust the downward stroke and one in the treadle for the upward stroke. Greatest length of travel of spindle is 6½ inches. Distance from center of spindle to column, 10″. Table is 20″ x 36″. It is balanced, and has a vertical movement of 21″. Spindle is balanced by a coil spring attached to arm on top of frame, making it self-contained. The bracket that carries the driving pulleys has an adjustment of two inches, which is very desirable. T & L pulleys are 8″ x 3″ face, and should make about 800 revolutions per minute.

Manufactured by

R. E. Kidder : 13 Hermon Street Worcester, Mass.

Style 310

Burroughs Visible Desk Machine
$175.00, Direct from factory

WHY A BURROUGHS?

Because in its field it has no equal at any price.

BURROUGHS ADDING MACHINE CO.

Builders of

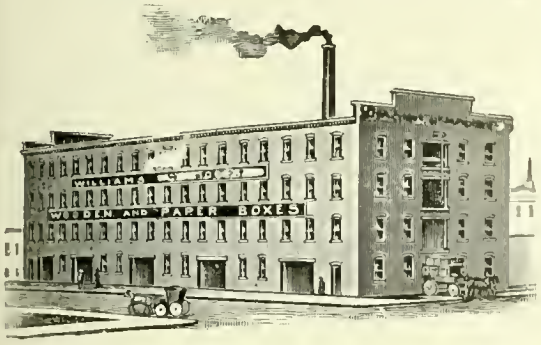
Adding, Listing, Bookkeeping and Calculating Machines.

830 Slater Building
Worcester, Mass.

You will be kept there by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication

Worcester, City of Prosperity, invites your trade

EVERY VARIETY
OF WOODEN AND PAPER
ALSO CLOTH COVERED BOXES



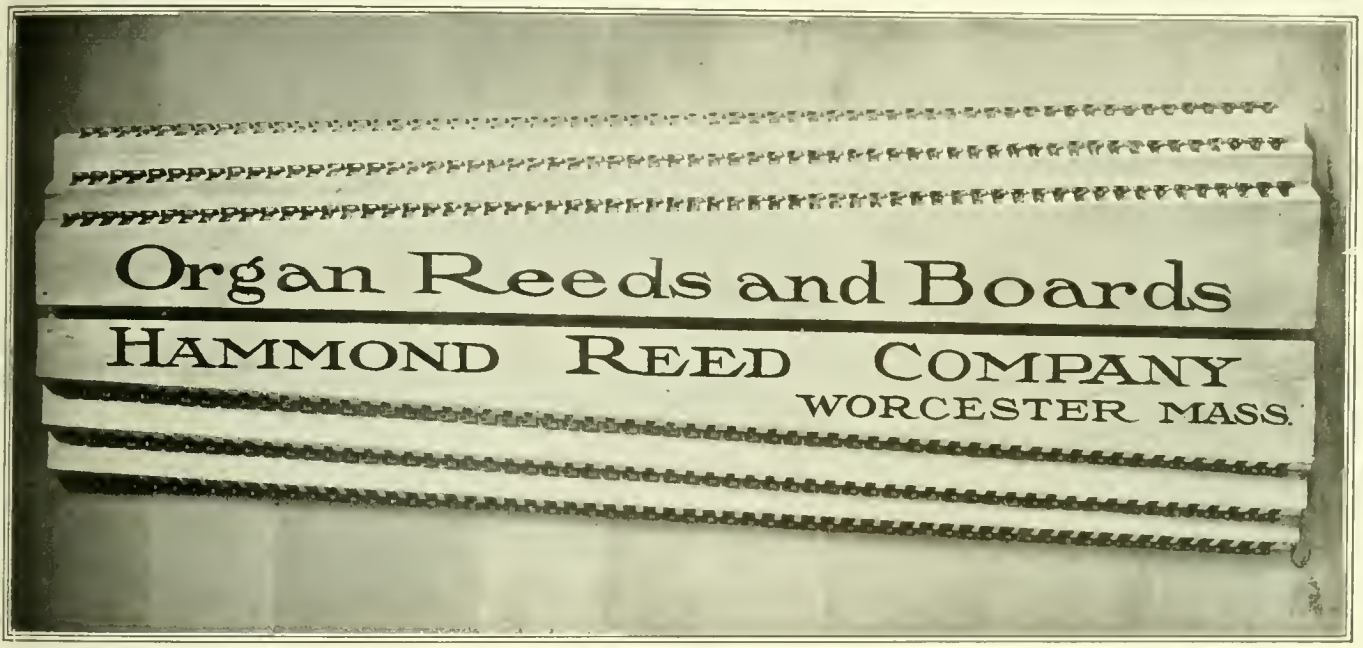
BOXES

One of the Most Complete Plants in Massachusetts
WILLIAMS & BRIDGES CO.
Manufacturers
72-86 Central St., Worcester, Mass.
Made in Worcester.

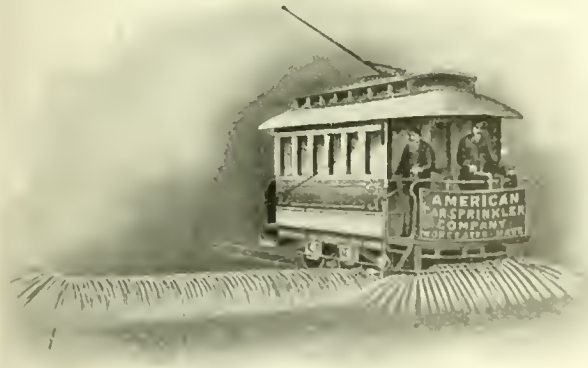
N. A. C. SMITH
CHEMIST

Specialist in the Testing of Coal

REMOVED TO
516-520 NEW PARK BUILDING
TELEPHONE CONNECTION



TO LAY THE DUST



AMERICAN CAR SPRINKLER CO.
WORCESTER, MASS., U. S. A.

Standard Foundry Co.
IRON FOUNDERS

Special attention given to the
Manufacture of High Grade
Machinery Castings

TAINTER AND GARDNER STREETS
WORCESTER, MASS.

Made in Worcester.

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Worcester, City of Prosperity, invites your trade

WORCESTER MAGAZINE ADVERTIZERS

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Worcester Trust Co v
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Wyman & Gordon ..... Inside front cover

WIRE—SPRINGS
AND
WIRE SPECIALTIES

MORGAN SPRING CO.
WORCESTER, MASS.

MANUFACTURERS OF ALL KINDS OF
Drive Chains and Sprockets

For Commercial Cars
We make a specialty of keeping in stock chains and sprockets for all kinds of standard commercial cars.

Chain Drives for Machinery
We are prepared to advise and quote on desirable chains and sprockets suitable for machine drives.

Baldwin Chain & Mfg. Co.
Worcester, Mass.

POSTER STAMPS

the unique, forceful, out-of-the-rut Advertising Fad. We are taking advantage of this fad to produce striking publicity for wide-awake advertisers. Let us work up a catchy stamp for you. Ask for our free Poster Stamp Album.

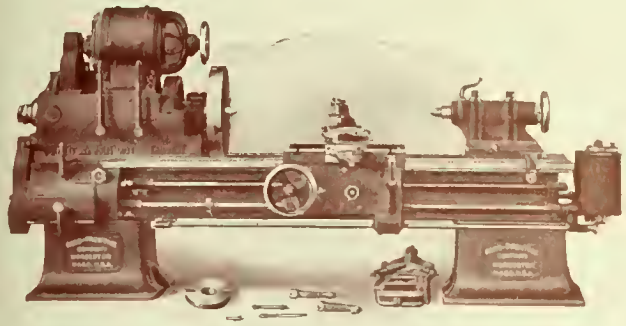
The Davis Press, Inc.
Graphic Arts Building Phone Park 537

HEYWOOD SHOES
FOR MEN and WOMEN

415 Main Street
WORCESTER, MASS.

You will benefit three ways [illegible] the advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester City of Prosperity, invites your trade

A photograph will aid your salesman, if the goods are too heavy to carry



E. B. LUCE

EXPERT PHOTOGRAPHER OF MACHINERY

WALKER BUILDING

TELEPHONE

WHEN YOU NEED OFFICE HELP

Call upon our Employment Department and we will place you in touch with office assistants that are carefully trained and fully competent to fill the position.

You will, in this way, secure the right kind of help without any inconvenience or delay, as we never recommend a student unless we are sure of the requirements of the position.

Experienced and inexperienced office help furnished without charge to either employer or employee.

C. B POST, Proprietor

Worcester Business Institute

Telephone 5218

476 Main Street :: opposite City Hall

THIS MAGAZINE IS PRINTED

EVERY MONTH FOR THE

WORCESTER CHAMBER OF COMMERCE

BY THE

BELISLE PRINTING & PUBLISHING COMPANY

WE ARE EQUIPPED TO PRINT ANYTHING—NO JOB TOO SMALL AND NONE TOO LARGE

SPECIALTY: MANIFOLD WORK OF ALL KINDS

112 FRONT STREET TELEPHONE, PARK 380 WORCESTER, MASS.

VERI NEAD TAS

CERTIFIED PUBLIC ACCOUNTANTS · PRODUCTION ENGINEERS

New England Audit Company

(Incorporated under Laws of Massachusetts)

Certified Public Accountants
Auditors, Industrial Engineers, Systematizers

FREDERICK J. HILLMAN, C.P.A. Pres. and Gen. Mgr.
CHARLES O. WALKER, C.P.A Mgr. Audit Dept.
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WALTER M. CURTIS, S.B. Mgr. Engineering Dept.

WORCESTER OFFICE

633 State Mutual Bldg. FRANK B. MESSINGER, C.P.A., Local Mgr.

SPRINGFIELD WORCESTER BOSTON

Worcester County Medical Institute Co.

(MASSACHUSETTS CORPORATION)

15 Oread Street, Worcester

TREATS EFFECTIVELY

ALCOHOLISM and DRUG DISEASES

as diseases. Its Physicians use Brownell's Specific, a remarkable scientific discovery. Alcoholics sobered in 30 minutes; craving destroyed forever instantaneously. No ill effect during or after treatment. Moderate drinkers and periodics, when sober lose no time. Patients usually return to their homes and business in from 24 to 48 hours. Patients can be treated at their homes.

Big firms and big men have protected their "live assets" by sending valuable employees to the Institute Co. for treatment. It has proved a good investment

Hon. James Logan, Vice-President of the U. S. Envelope Co., former Mayor of Worcester, saw a patient sobered in 20 minutes nearly four years ago, and has kept him under observation since. Of the treatment Mr. Logan says: "It would seem as if the day for miracles had not yet passed away, for the way in which 'Brownell's Restaurare' works certainly borders on the miraculous."

Under the Brownell method the drug addictee is permanently delivered without the physical suffering accompanying other treatments.

"The Conquest of Alcohol and Opium" sent on application. It's good reading.

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE yourself, the advertiser and the publication. Worcester, City of Prosperity, invites your trade

MAURICE F. REIDY

REAL ESTATE
INSURANCE

Renting Agent for the

ASHER BUILDING

HARDING STREET

(See reading notice in this issue)

BRIGHT, DESIRABLE LOFTS FOR LIGHT MANUFACTURING

LOW INSURANCE RATES

LOW POWER RATES

FIREPROOF BUILDING

Plans and details will be furnished upon application

MAURICE F. REIDY

716-717 STATE MUTUAL BLDG.

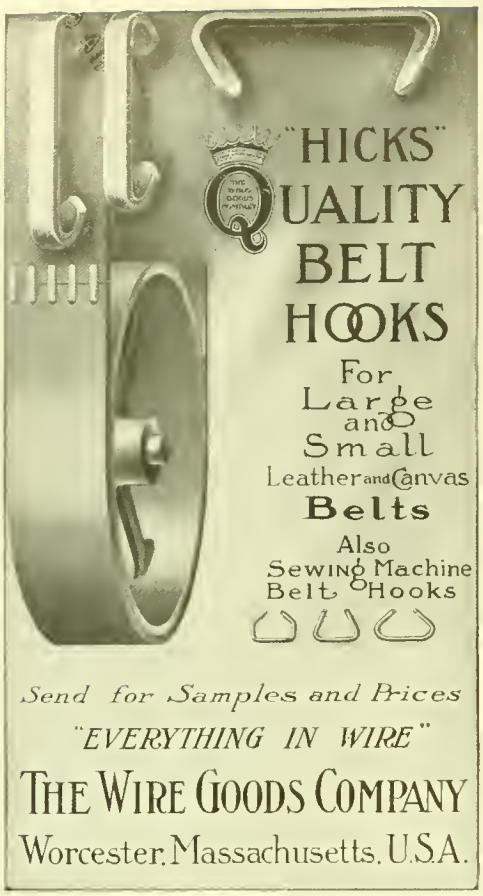
The WORCESTER MAGAZINE Illustrated

THE LIBRARY OF CONGRESS
SERIAL RECORD
MAY 19 1944

THE CHAMBERLAIN MEMORIAL FOUNTAIN

SEPTEMBER, 1915

$1.50 per year | Published by the Worcester Chamber of Commerce | 15 cents the copy



A New Small Bore Shotgun

Particularly adapted for taxidermists and collectors, also an ideal gun for ladies and boys. The new .410 Shell and the popular .44 Caliber Cartridge are among the loads handled by this model.

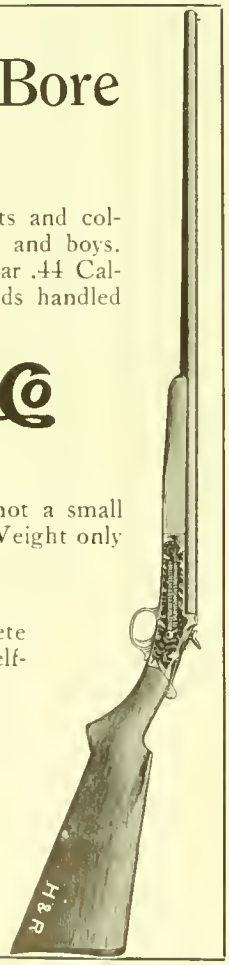
H&R ARMS Co

MODEL 1915

A small bore gun throughout, not a small bore gun on a 12 guage frame. Weight only 4 to 4¾ lbs.

Write for a Catalog of our complete line of Revolvers, Shotguns and Self-Loading Pistols.

HARRINGTON & RICHARDSON ARMS COMPANY
WORCESTER, MASS.
U. S. A.



The Samuel Winslow Skate Mfg. Co.

Worcester, Mass., U. S. A.

Makers of

WINSLOW'S Skates

THE BEST ICE AND ROLLER SKATES

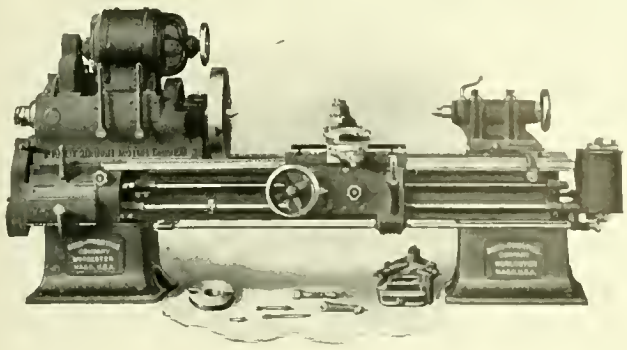
THE BEST AND MOST WIDELY KNOWN SKATES IN AMERICA. THE BEST AND MOST WIDELY KNOWN SKATES THE WORLD OVER

STOCKS CARRIED IN

WORCESTER, NEW YORK, LONDON, BERLIN, PARIS, SYDNEY, BRISBANE, AUSTRALIA, DUNEDIN, AUCKLAND, WELLINGTON, NEW ZEALAND

WHICH IS THE BETTER ECONOMY—

To buy a lathe which may "look the part" but which isn't there when you want to do an accurate job, a lathe which will deteriorate rapidly and will be consigned to the scrap heap after two or three years of unsatisfactory and unprofitable service . . . . .



Or, to buy a lathe which is **Accurate and Reliable**, one that will stand by you and do **Highest Grade Work Only**, year after year one that not only "looks the part" but is . . . a Real Lathe, in other words a "Reed"

Granting that the "Real Lathe" does cost 5%, 10% or even 20% more at the start, isn't it the better proposition?

Write for new Motor Driven Lathe Bulletin, also new printed matter of Standard and Heavy Duty Engine Lathes, Plain Turning Lathes, Stud and Bolt Lathes, Hand Lathes, Manual Training Lathes.

Write for newest catalogue

REED-PRENTICE COMPANY

WORCESTER, MASS., U. S. A.

Selling Agents:

Manning, Maxwell & Moore, Inc., 119 West 40th Street, New York City

Philadelphia San Francisco Cleveland Boston St. Louis Buffalo Pittsburgh
Chicago Mexico City Detroit Milwaukee Yokohama, Japan

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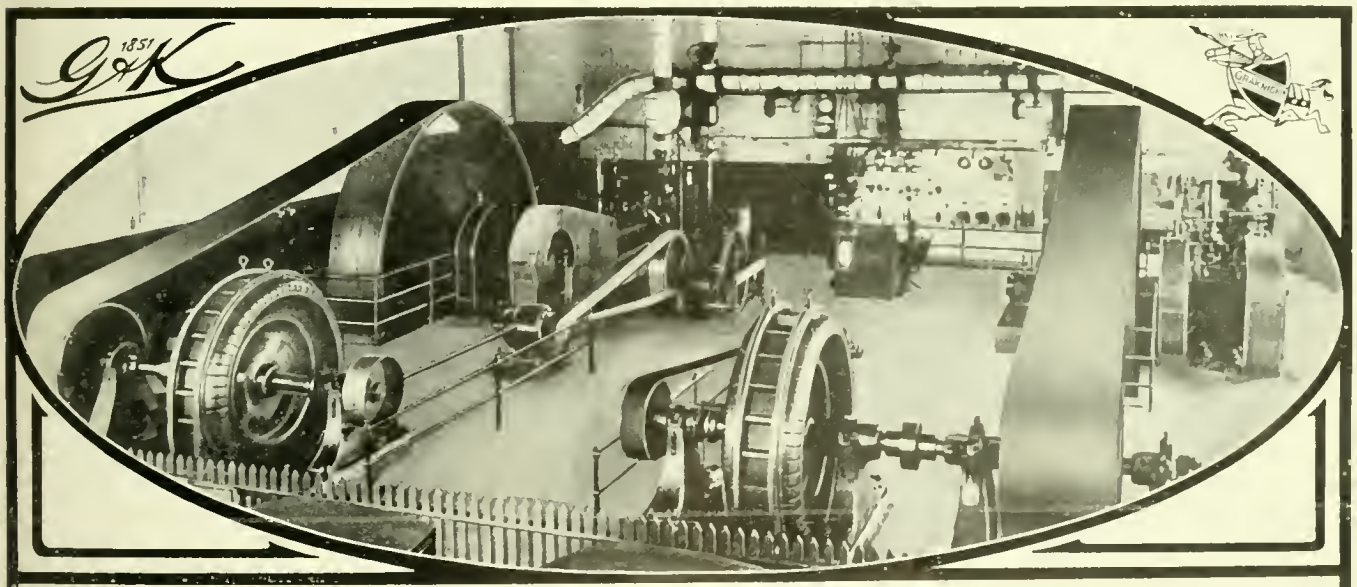

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Branches in Principal Cities

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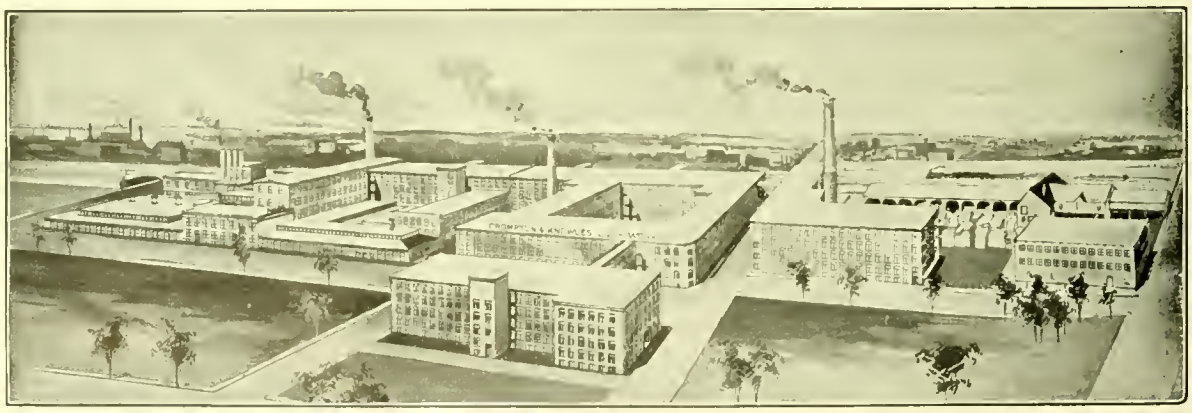
Worcester, City of Prosperity, invites your trade

Osgood Bradley Car Company

Worcester, Massachusetts

John E. Bradley, *President* New York Office, 170 Broadway

A LOOM FOR EVERY FABRIC



WORCESTER PLANT

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5 in Canada
2 in England
1 in France
1 in Austria
1 in Belgium
4 in Germany

MORGAN CONSTRUCTION CO. M C Co WORCESTER, MASS.

EXCELSIOR WIRE FENCES

Every playground needs a fence that will give the fullest measure of protection to the little ones without shutting out the light and air.

Excelsior Wire Fences not only insure their safety but being non-climbable and Rust-Proof will enhance the appearance of any recreation grounds.

Write us today for catalogue and estimates.

WRIGHT WIRE COMPANY

WORCESTER, MASS.

BOSTON
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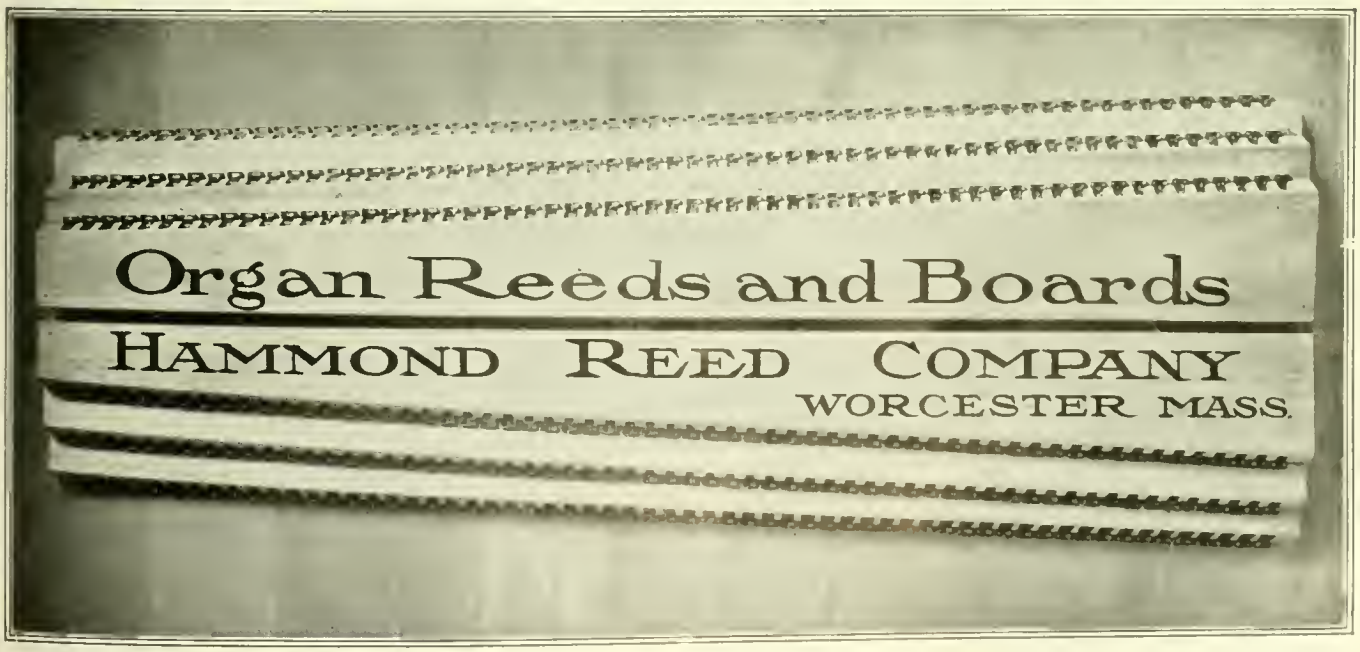

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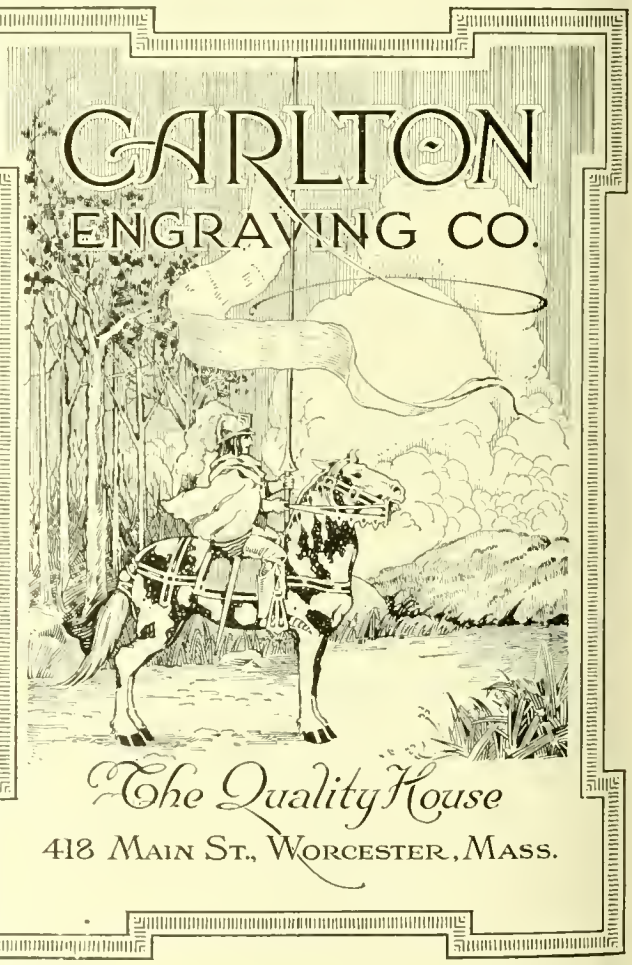
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The WORCESTER MAGAZINE

SEPTEMBER - 1915

The Chamberlain Memorial Fountain

Traffic Center of Washington Square Proves Ideal Location for This Artistic Memorial Presented to the City---A Monument to Perpetuate the Love of Mrs. Louisa B. Chamberlain for the Faithful Animal Friends of Mankind

THROUGH the love of a woman for the faithful animal friends of mankind, tired and thirsty horses and dogs now drink their fill from the beautiful Chamberlain memorial fountain recently placed in Washington Square. Not only has Worcester gained an enduring work of art which bears tribute to the talent of a Worcester sculptor, the directing genius of a city official and the patient skill of master craftsmen, but the public is benefited in a practical way and precedent established for the embellishment of other traffic centers.

The story of Worcester's second and latest memorial fountain dates back some five years ago when Mrs. Louisa B. Chamberlain, widow of Dr. William B. Chamberlain, a widely known homeopathic physician, consulted with Frederick A. McClure, city engineer, in regard to a proposed public bequest which she had in mind. The Chamberlain home was for many years in Elm street, opposite the public library, and both Dr. Chamberlain and his wife were much attached to the horses which headed their own stable equipment and to the various animal pets of the household. To the suggestion of a memorial which would be of such practical value and a boon to the animal friends she loved, Mrs. Chamberlain gave immediate assent and upon her decease three years ago her will contained a bequest of $5000 for the erection of the fountain which now graces one of the city's most widely used public thoroughfares.

No suggestion as to location or design was made by the donor, the only stipulations being that both should be acceptable to Mr. McClure, who previously had consented to see that her wishes were carried out, and that the fountain should be erected within two years following the receipt of the money from her estate.

Acceptance of the gift by the Common Council followed a report by the Committee of Streets, whose members had considered with the City Engineer the various available sites and had decided upon Washington Square. The question of an appropriate design was placed entirely in the hands of Mr. McClure.

Of the drawings for the fountain and the models of the surmounting figure submitted by resident sculptors the complete design of Andrew O'Connor proved so acceptable that he received the commission without delay. The many expressions of public approval which followed the unveiling of the memorial on August 14 have been gratifying alike to artist and to all concerned in the work, while the admiring glances of passers-by speak volumes in praise and appreciation of the designer and the donor.

THE FISHER BOY
CHAMBERLAIN FOUNTAIN

It is a pleasing conception of the sculptor which transmits in flowing lines of bronze the figure of a sturdy boy who stands upon the brink of a mimic brook that spouts beneath his feet. Clad solely in bathing trunks he appears to have stepped forth from an unseen bathing pool and to be intent upon preparations for casting out a fishing line in quest of finny prey. Held lightly across the bend of one arm is his rod, rough hewn from woodland sprouts, while with his fingers he adjusts the bait upon his hook. The attitude is graceful; the pose seems true to life. Memories of boyhood days flash quickly in the minds of male observers, for thousands of New England men recall experiences of youth amid surroundings much the same.

As a model for the figure of the youthful angler Mr. O'Connor had the services of Francis Kittredge, youngest son of the artisan who chiseled the rough granite blocks for the base into rounded forms of beauty and utility.

No less beautiful than the bronze fisher-boy is the drinking fountain itself, carved from Milford pink granite

and presenting in its simple outlines a flawless picture of stability and strength. Oblong in form and of shapely proportions well suited to the broad expanse of Washington Square, the fountain contains six bowls through which a whirling pool of water passes constantly. In addition to the individual supply of water for each bowl there is a continual flow throughout the trough from the base of the surmounting figure, the stream gushing out as from a natural mass of brookside stones. On each side of the fountain base is a drinking basin for dogs, animals being enabled to reach the water easily by stepping on the curbing just above the level of the street.

Including the foundation of concrete, the base and the figure the finished structure weighs sixteen tons. The contract for the granite work was placed with Mr. John J. Kittredge of Worcester, who with his own hands cut the stone and joined the parts with diligence and care.

Various departments in the city service rendered valuable aid in the installation and the setting up of the completed work of art. The Water and Sewer Departments put in the necessary piping and the paving and curbing work were done under the direction of the Street Department.

It has been a matter of much gratification to Mr. McClure that the Chamberlain memorial fountain has met with such manifest public commendation, and that everything, to use his own words, has worked out so admirably from beginning to the end. The usefulness of the gift is demonstrated hour by hour throughout the day. Despite the constant use of the fountain by the passing streams of animal traffic no confusion can be noted, for teams approach from either side or either end and there are no barriers to access or to exit.

To summarize the opinions of the City Engineer, a three-fold object has been gained. The memorial is uplifting to our citizenship—it helps to perpetuate the name of Chamberlain upon the city's roll of honor reserved for foremost men and women of their time—it tends to stimulate public interest in beautifying other spots where people have to congregate.

Commercial Education

What the High School of Commerce is Doing to Increase the Efficiency of Pupils Training for Business Life

By Calvin H. Andrews, Assistant Principal

THE Worcester High School of Commerce is not a new creation, instituted to meet a temporary and recent demand, but is, on the contrary, the product of an evolution and the culmination of a steady and healthy growth of commercial education in the high schools of this city.

For nearly twenty years, courses in stenography, bookkeeping, typewriting, and other more or less distinctly commercial subjects have been offered to the high school pupils of this city, and the number electing these courses has steadily increased.

In 1904, the school committee decided that it would be for the interests of economy and efficiency to consolidate all commercial instruction in one school and voted to establish a High School of Commerce. The Classical High School building, together with its new addition, was selected for the new school on account of its central location and its large seating capacity. These buildings were intended to accommodate 1,150 pupils and were considered adequate for the needs of the school for some time to come. So cordially was the project received by the public, however, that, when the school was opened in September, 1,235 pupils were enrolled; and in February, 1915, 48% of all pupils entering the high schools of the city elected the High School of Commerce.

The present enrollment of the school is nearly 1,500. Of this number, 200 are accommodated in the Sycamore Street branch of the school.

The history of commercial high schools of other communities shows that those schools which confine themselves strictly to commercial subjects, to the exclusion of all others, do not continue to prosper long.

Inquiry also shows that the leading business men of Worcester prefer to employ young men and women possessing a general and broad training rather than those whose education has been too highly specialized. Profiting by the experience of other communities and by the advice of the men of affairs of this city, the school committee has outlined a course of studies for the High School of Commerce which attempts to occupy a middle ground between the purely cultural and the strictly vocational education.

In this course are found English, Latin, French, German and Spanish. In the English classes, many of the best authors are studied, in order that a taste for good books may be cultivated and that the pupils may acquire a good style of English expression. Much attention is also given to so-called business English and letter forms, and the pupils have long hours of drill work in spelling.

In science the pupil may elect Physiology, Botany, Zoology, Physics and Chemistry. Commercial Arithmetic is required of all, and Algebra and Geometry may be elected by those who are mathematically inclined. Commercial History, United States History, and Civics are required studies. A year's time is devoted to Commercial Geography. Pupils are provided with railroad and steamboat time-tables and are required to give the best and quickest routes from point to point on the American continent and to places across the seas.

To all this is added the usual commercial courses, including Stenography, Bookkeeping, Typewriting, Penmanship, Banking, Commercial Law and Accounting. Courses in Salesmanship are being considered, and it is hoped that it may be soon possible to teach Advertising, Window and Showcase dressing, in the Art department.

Our pupils come to us in their early teens and leave us at the age of sixteen, seventeen or eighteen, before they have acquired judgment and high reasoning faculties.

We urge for them a patient consideration and a friendly interest on the part of the employer until they can adapt themselves to their new environment. We must leave much to the employer to do in the training and development of efficiency in his new employees, while we look with interest upon the work of corporation schools and shall follow their progress with hopeful expectation. We, of the Commercial High schools, do hope and will honestly endeavor to present to the city young man and woman of high ideals and good character, educated to live happily with their neighbors and to fill an honorable place in the community.

Worcester's 58th Annual Music Festival

With a Total of Fourteen Nationally Known Artists Engaged, a Great Majority of Whom Are New to Worcester, the 1915 Program Looms Up as the Best in Years—First Local Appearance of Philadelphia Orchestra a Feature

WITH a list of 14 artists engaged, a chorus of nearly 400 voices, an orchestra consisting of 60 players from the Philadelphia Orchestra, plans for the 58th annual Music Festical are completed, and the committee feels confident that this festival will prove a memorable one for music lovers. Radical changes have been effected in the arrangements, beginning with the dates which are from October 4 to 8, almost two weeks later than is the usual custom. The orchestra, although ranking fully as high, is not the Boston Symphony, which has come to be looked upon as almost one of the institutions of the Worcester Festival. To crown all, few of the artists have ever sung in Worcester before. All are excellent, and all come with the highest encomium, and thus festival patrons this year will be given the opportunity of hearing artists who have not become familiar, with every passing year.

The list is on imposing one, including as it does, the following sopranos: Madame Anita Rio, Mrs. Mabel Sharp Herdien, Madame Marie Sundelius, Elizabeth Blair Miller; contraltos, Madame Margarete Matzenauer and Mrs. Merle Alcock; tenors, Paul Althouse, John Campbell and George Sheffield; bassos, Wadsworth Provandie, Leverett B. Merrill and Arthur Middleton; pianist, Harold Bauer and violinist, Thaddeus Rich.

The new work to be given this year is Pierne's "Children's Crusade" and Wolf Ferrari's "The New Life" will be repeated. Beethoven's "Chorale Fantasia" for orchestra, soloists, solo pianist and chorus will be a novelty, and the two choruses for the Friday night program are Hugo Wolf's "The Mad Fire Rider" and Brueh's "Chorus of Romans" from "Arminius."

Dr. Arthur Mees, who conducts the festival with Gustave Strube as the assisting conductor, gives a splendid delineation of "The Children's Crusade" which gives an idea of the beauty of the music, and the dramatic possibilities of the work. He says: "The book of the 'Musical Legend,' as the composer terms his work, is based on Marcel Schwab's exquisite poem which narrates the pathetic incident of the 13th century when 20,000 children found death in the waves in their attempt under the impulse of religious enthusiasm to reconquer for the Christians, the Holy Land.

"Pierne wisely chose for musical illustrations scenes particularly susceptible of such treatment. These are 'The Forthsetting' in which there is expressed the religious ecstacy which moves the children to set out on their crusade and for which Pierne knows full well how to find tonal vestiture, as those who heard his 'St. Francis' well remember.

" 'The Highway" in which the children, led by Allys and Alain, the latter blind, start on their journey. 'The Sea' in which the wonderment of the children on beholding the vast expanse of water, and their delight in beholding the glistening sands and wavelets which they take for stars fallen from Heaven, also are described, and finally 'The Savior in the Storm,' a dramatic scene representing the storm at sea in which the children are lost, the appearance of the Savior and the welcome which awaits the little crusaders in the realms beyond.

MADAME MARGARETE MATZENAUER, CONTRALTO

"The chorus stands for fathers, mothers, sailors and angels. The children impersonate the little crusaders and to them is assigned a goodly share of the concerted music, music which is most appealing in its beauty and fervent simplicity.

" 'The Children's Crusade" is remarkable for the fact that it incorporates a big chorus of children's voices, in addition to the adult chorus. In order to make this possible, the special committee on music in the public schools, allowed the music to be introduced as part of the curriculum. In this manner

the children have been given a year's serious study of this important work. The soloists for 'The Children's Crusade' are Madame Anita Rio, who sings the role of Allys; Mrs. Herdien, who is Alain; Mr. Althouse, the Narrator and Mr. Middleton, the Old Seaman."

"The New Life," by Wolf Ferrari, is the work that was given last year for the first time, at the Worcester Festival. Its repetition as a part of the program for the coming festival will be a great delight to the music lovers who found in it so much to study and to admire. The soprano role, that supposedly of Beatrice, is to be sung by Madame Marie Sundelius, while the baritone role will be sung by Wadsworth Provandie. Beethoven's "Chorale Fantasia" is the novelty on the program for the opening night, introducing the solo pianist, Harold Bauer, with these soloists, Madame Sundelius, Elizabeth Blair Miller, Mrs. Merle Alcock, John Campbell, George Sheffield and Leverett B. Merrill.

An interesting story is also told in connection with Hugo Wolf's "Mad Fire Rider," which finds a place on the program for Friday night. It is one of a group of 53 songs which Wolf wrote to the poems of Moerike, the Suabian poet. Of these, "The Mad Fire Rider" was considered the most remarkable, as it is a work in which all the dramatic possibilities are brought out. The ballad tells the story of the spectral fire rider who, at the outbreak of a conflagration, is seen appearing at a window in his red cap. He mounts his horse and madly gallops through the streets to awaken the whole village. On he races, until arriving at the burning mill, he disappears in the flames. After years have gone by his bones and the bones of his horse are found in the ruins.

Mr. Wadsworth Provandie, Baritone

The poet has described these dramatic scenes with gruesome realism. The fire bells begin to clang, the people rush into the streets and run about in terror shouting that the mill is in flames. The clattering of the horses' hoofs, the shouting of the terrified village folk are represented in the music vividly. Finally the tumult subsides, bells peal sweetly and as the bones are found a dirge is rung.

As has been rightly said, anyone can hire an orchestra and give a concert with a collection of artists, but there are few cities that boast of a chorus the equal of the Worcester Festival chorus. Dr. Mees states that the fame of these festivals has spread beyond the boundaries of this continent, but that it is an undeniable fact that the feature of the Worcester festivals uppermost in the minds of those who follow these annual concerts is the singing of the chorus. It is upon this alone that the character of the program depends. Another fact of corresponding importance is that this chorus is an agency in the propagation of musical culture more far reaching than any other. This has become more and more evident especially in the past few years. The co-operation of the school board, in allowing the music to be introduced into the public schools, is conclusive proof of this statement.

The patrons of these choral concerts will have opportunities at this festival, better than any other, of observing how the young recruits to the choral ranks are vitalizing the spirit of the chorus with their youthful enthusiasm, and are brightening its tone quality with their fresh voices, under the influence of the experienced, more mature singers.

Thus, in "The Children's Crusade" the chorus of adults, the pride of Worcester, and the chorus of little ones will gladly join hands with the orchestra.

And now a word as to the orchestra. For many years the Worcester Festivals have been made to wait on the convenience of the Boston Symphony Orchestra, which, though an unexcelled band of musicians, has in this way seriously affected the Festivals and caused them to suffer from a financial point of view. Last year the orchestra was scheduled for a western tour, and consequently the Festival date was changed to an even earlier one than had been the custom. Consequently, musicians and audiences alike suffered intensely from the heat wave that struck the city just at that time—and the box office suffered to a lamentable degree.

The same situation having apparently arisen this year, the Board of Directors felt compelled to look about for an orchestra which would be in a position to serve later in the season. They have been so fortunate as to secure the services of the Philadelphia Orchestra, a body of musicians who have won an enviable reputation for efficiency, both individually and collectively, especially under their permanent conductor, Leopold Stokowsky.

The first appearance of the orchestra in this city, both as an accompanying force and as an independent instrumental organization, cannot but create the deepest interest, and it may be confidently asserted, contribute materially to the artistic success of the festival.

Of the artists, few indeed have had previous appearances at Worcester festivals. Madame Margarete Matzenauer, the great Wagnerian prima donna of the Metropolitan Opera, has sung in Worcester, but in a concert other than the Festival. Paul Althouse, the tenor, and Arthur Middleton, basso, have never sung here. This trio is a favorite for festivals all over the land, and is familiarly known as the "big three." Few tenors equal and practically none surpass Paul Althouse, who, in spite of his youth, has made phenomenal successes in both oratorio and operatic work. Arthur Middleton is another whose operatic success has been almost meteoric. He has created a number of splendid operatic roles.

Mr. Harold Bauer, Pianist

Madame Anita Rio is the soprano who, after years of opera successes in the famous opera houses of Europe, returned to dazzle her own country and to astound the critics, with the ability with which she turned that wonderful voice to oratorio. Her successes last year were truly remarkable, and she sang during last winter with practically all of the big oratorio and choral societies of the country.

Madame Sundelius sang at a festival several years ago, but since that time has scored heavily throughout the United States. She has just completed a concert tour that took her to the Pacific coast.

Wadsworth Provandie, the baritone, has an interesting history. Educated for opera abroad, he was just about to make his operatic debut in Paris, when the outbreak of the European war necessitated a complete change of plan. Instead of Paris, he sang in several of the Italian opera houses. He then came to America, but found that war conditions had affected all but one or two of the opera companies of this country. His appearance at the Worcester festival, then, will be his real American debut.

Harold Bauer needs no introduction to music lovers of Worcester. They are congratulating themselves chiefly with the fact that Mr. Bauer is to appear twice on the program, playing in the "Chorale Fantasia" on the opening night, and then on Thursday afternoon, he will play Schumann's Piano Concerto.

Thaddeus Rich, violinist and Concert Meister of the Philadelphia Orchestra, is another newcomer, but one whose appearance is being greatly anticipated by those who know of his artistic work, and the promise of greatness that he is rapidly fulfilling. Mr. Rich is to play Strube's Poeme Antique and the Paganini Concerto in D major, the first movement.

The orchestral numbers of the program include the Tschaikowsky Symphony No. 5 in E Minor; Sibelius, Swan of Tuonela, Valse Triste; Liszt, Rhapsodie No. 1 in F. Major; Berlioz, Overture Benvenuto Cellini; Strauss, Don Juan; Dupas, Sorcerers Apprentice; Rossini, Overture to William Tell; Saint Saens, Le Rouet d'Omphale; Wagner, Introduction to the Third Act of Lohengrin and two of the numbers of Tschaikowsky's "Nut Cracker Suite."

Cultivating Latin-American Hardware Markets

A Review of the Exhaustive Investigation Conducted by Special Agent S. S. Brill of the Department of Foreign and Domestic Commerce, Recently in Worcester---Typical of What the Government Is Doing to Assist the American Manufacturer

By E. H. Darville in "Hardware Age"
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ONE sagacious way to extend our exports is to go after orders where they originate, meeting the customer, noting his necessities, carefully learning his wants and studying the volume and class of merchandise consumed, which varies with the nationality, latitude, climatic and atmospheric conditions, as well as the temperament and customs of the different peoples.

While these hints apply equally well anywhere, what follows refers particularly to South and Central America. Naturally, people living in the Amazon valleys under equatorial conditions have wants unknown to a population in the south temperate zone, beyond the Tropic of Capricorn, which would include lower Brazil, Paraguay, Uruguay, Argentina and Chile. This would apply with greater force to food, clothing and similar articles since inhabitants of the torrid zones buy comparatively little builders' hardware.

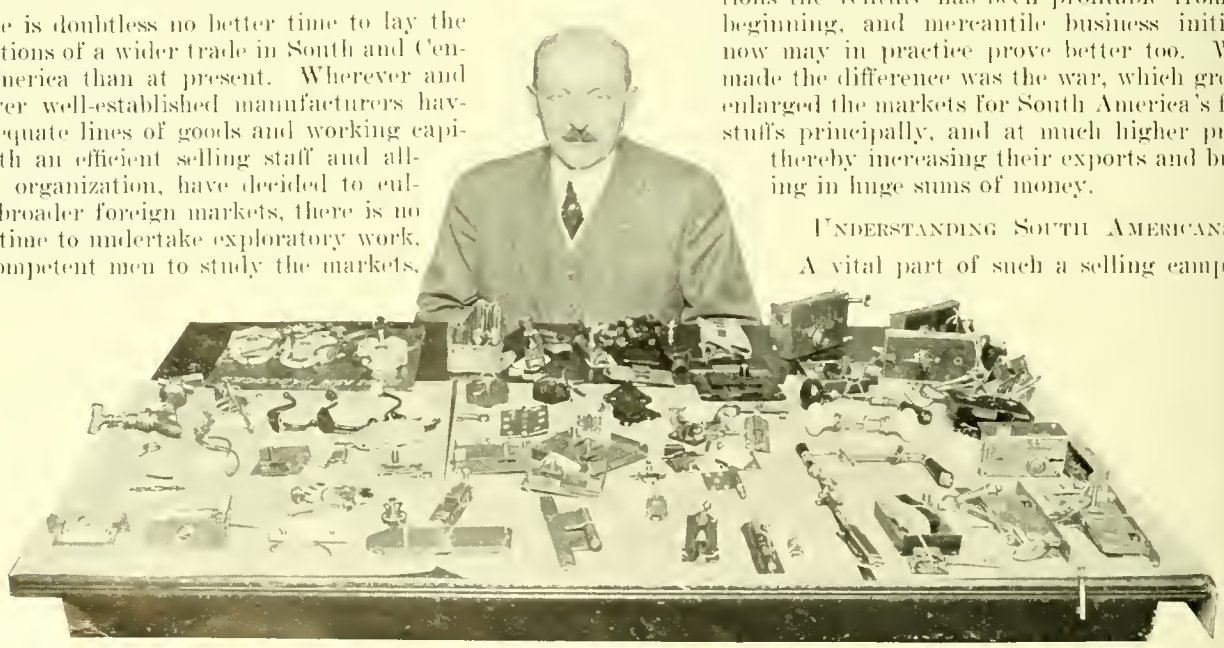
Golden Opportunity for Establishing New Connections

There is doubtless no better time to lay the foundations of a wider trade in South and Central America than at present. Wherever and whenever well-established manufacturers having adequate lines of goods and working capital, with an efficient selling staff and all-around organization, have decided to cultivate broader foreign markets, there is no better time to undertake exploratory work, send competent men to study the markets, the people, their customs and requirements than now. Such a campaign requires patience, thoroughness; and expenses will be incurred, out of all proportion perhaps to remunerative business in the immediate or near future. It will ultimately lead to satisfactory returns if intelligently undertaken in time. Otherwise do not attempt direct business but develop it through branches of foreign houses or commission merchants located in the United States. Partial proof of this statement is that European manufacturers and financiers have long found it profitable. Their domination of those markets has now been curtailed, or postponed where not actually cut off.

When the National City Bank of New York, after five years of exhaustive, analytical investigation by its own special representatives sent to South America for that purpose, began to open branch banks in Buenos Aires, Montevideo, Rio de Janeiro, Santos, and Sao Paulo, last November and since, they fully expected to absorb large losses for at least five years before getting a foothold in competition with the long-founded great joint stock banks of Europe. Owing to a favorable start these financial interests were strongly entrenched, but recent advices from Argentina show that already and unexpectedly the National City Bank branch there had deposits of $9,000,000 and expects by another year to see the deposits at approximately $25,000,000. Despite original anticipations the venture has been profitable from the beginning, and mercantile business initiated now may in practice prove better too. What made the difference was the war, which greatly enlarged the markets for South America's foodstuffs principally, and at much higher prices, thereby increasing their exports and bringing in huge sums of money.

Understanding South Americans

A vital part of such a selling campaign is to get the South American point of view; try to give them what they want instead of attempting to foist upon them something "just as good," or what we think they ought to want; accommodate ourselves to their ways as much as possible; rely on gradually educating them to higher standards in some cases; introduce our goods by



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keeping everlastingly at it, and endeavor to interest them, as occasion offers, to the use of better grade goods than some they have been having; observe punctiliously thier instructions as to packing, marking and shipping, no matter how needless superficially they may appear to the novice in the U. S. A.; allow sufficient time to establish connections and reasonably generous expense money to competent men while establishing and developing business. If a salesman or representative cannot be trusted to occupy his time in an employer's best interest and be just in expenditures, don't send him. This is no occupation for tyros or short-sighted salesmen. The undertaking demands high-type men who can demonstrate the fine qualities of a good article, patiently overcome prejudices and objections and answer proper inquiries with convincing reasons. It is infinitely better to demonstrate claims of quality in practice than to expect buyers there to be satisfied with an illustration, catalog description or the salesman's say so. Whatever is done or not done, keep faith and do as you would be done by.

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PICKS, FILES, MASONS' AND GARDEN TROWELS, PLANES AND PLANE IRONS, CARPENTERS' AND COLD CHISELS, GOUGES, DRAWING KNIVES, SPIRIT LEVELS, NAIL SETS, SCRAPERS, DRILLS, SAWS, (HAND, HACK, PRUNING, BAND AND MEAT)

STRIKE WHILE THE IRON IS HOT

There is no time so good to make acquaintances, talk over plans, show goods and actually prove their worth, familiarizing ourselves with the market and distributors, as when merchants are favorably inclined to co-operate, as many of them now are and have been for a year and over. The keen American manufacturers are unostentatiously sending qualified representatives down there to investigate and start trade wherever it is reasonably safe to sell, the determination of credits being of prime importance. Human nature is always more approachable during crises affecting business than in normal times. But the salesman or manufacturer who says or prints on office stationery a slogan to the effect that many of these people will be compelled to buy in our markets (and this has repeatedly been done) needs a guide, or a lariat and stake pin to prevent his getting very far away. It is immaterial whether the situation justifies such statements or not, announcements of this character, vocal or printed, are tactless and asinine.

Men qualified to explain and use, for instance, an edge tool or some other article of hardware, because of factory knowledge and selling experience, will be repaid with business, small at first very often, but bound to grow if quality, price and service are right. This means an explanation regarding inherent worth not always apparent at a glance but capable of convincing demonstration by a trained salesman on the spot.

A pioneer saw making establishment in the United States has to-day sampled with other goods a saw, the teeth of which point toward the workman instead of away from him, a style long made for an Oriental market because the demand existed. The Disston's, however, trusted to the future to educate unskilled mechanics to an understanding that more work can be accomplished by pushing a saw than by pulling it, helped by the weight of one's body back of it (except, perhaps, such exceptions as a pruning saw for limbs overhead where conditions are reversed). With the lapse of time these antique styles have been superseded by patterns universally standard in the United States.

TRADE BUILDING MISSIONARIES

One top-notch house in the United States, thoroughly known to all real hardware men, manufacturing innumerable lines of fine edge and other tools, has for years maintained a staff of clever, capable demonstrators in the field, whose travels take them over the seven seas. They have visited all worth while markets on earth, doing nothing but rubbing into foreign workmen the greater amount of better work per day that can be accomplished with correspondingly larger pay through the use of ingenious, modern tools of fine grade. Their errand has been not to seek or take orders, but to patiently explain and show how used in actual practice to Chinese, Japanese, Australians, South Americans, Africans, Europeans, and even United Statians, why a good article costs more and is worth more because it will hold an edge if a cutting tool, endure exacting service of whatever character, and outlast, with fair treatment, a poor article which in most instances deficient at first is always so.

GOVERNMENTAL ENTERPRISE ASSISTING MANUFACTURERS

One of the various efforts through which the National Government is seeking to promote foreign trade is by sending special agents and commercial attachés into foreign markets to gather first-hand information regarding business already established or which may be developed, then preparing it for publication in practical form for wide circulation to those interested. One of these dozen or more special representatives covering different classes of merchandise and widely separated markets is S. S.

Brill, who was sent by Secretary of Commerce Redfield to South America early last September, returning in April, after visiting six principal countries and thirty-five cities.

Mr. Brill has gathered in addition to trade information samples of European made hardware, together with cost prices at place of origin and prices to the South American merchant at port of entry or in his city, if in the interior, as the case might be: not retail prices to consumers.

Mr. Brill has impressed his visitors favorably as to the accomplishment of a distinct service through the quality of his explanations and his samples, of which there are 300 and odd now on exhibition in the United States. For two weeks they were shown at the Department of Commerce branch in the New York Custom House, where manufacturers and others examined them, making copious notes. The third week in July he took them to Boston, where they were shown in the Commerce Department branch there, 752 Oliver Building, and as the Secretary of Commerce directs they will doubtless be shown in different parts of the country.

Forthcoming Detailed Report of Special Agent Brill

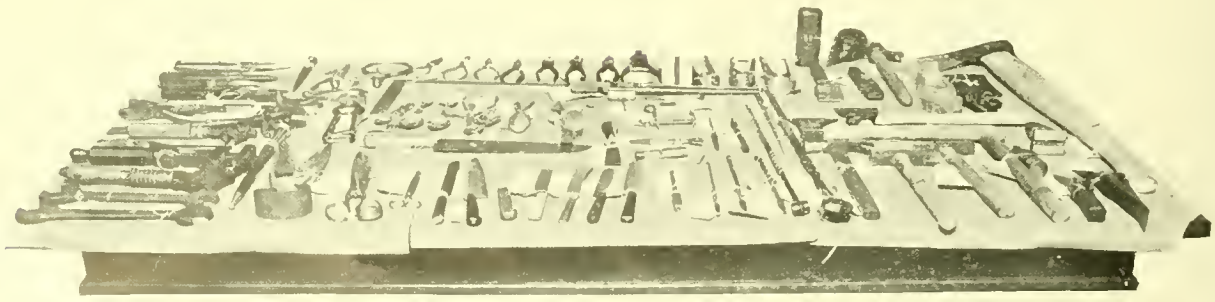
Mr. Brill's report, profusely illustrated, will cover several hundred pages of printed matter, which will be ready for distribution as soon as possible, probably in a few weeks. Obviously, such a document to accomplish its purpose depends on the training and experience of the representative.

Mr. Brill has been in the export trade for twenty-six years. He was educated especially for the export field in Hamburg, first graduating from a business college, when with several other apprentices he was sent to London, Brussels and Antwerp for additional training. Then, as he developed, he was sent by his firm to represent it in Australia, South America and other foreign markets. Not caring to subject himself to inevitable military service in Germany, he soon came to America and has been a citizen of the United States for twenty-three years. He was several years with the Simmons Hardware Company, St. Louis, the largest hardware house in the world, and later was in other establishments, finally building up foreign trade on his own account, [illegible] has been in the foreign trade. More recently [illegible] as chairman of the South and Central American division of Latin American trade, St. Louis section of the United States Chamber of Commerce.

Resolution Asking Congress to Appropriate for Commercial Attaches

Parenthetically, it may be said that Mr. Brill, in February, 1913, as a member of the United States Chamber of Commerce, introduced the resolution "urging Congress to make a special appropriation for the purpose of employing non-partisan, practical and efficient men of commercial training, familiar with the language and customs of the country to which they would be assigned, to cultivate more friendly business relations and to investigate and report to the Department of Commerce at Washington the possibilities and the prospects of developing reciprocal trade relations with Latin-America." Still another resolution he offered covered the question of credit information and banking facilities.

Mr. Brill's report, in manuscript as submitted to the department for publication, contained 540 typewritten pages of descriptive matter and 140 pages of illustrations, aggregating about 525 pictures of goods used in South America of European origin for which a good market already exists in South and Central America. There are over 300 pages of it containing specific information relative to the hardware line. His endeavor has been to bring back only goods of practical value, not freaks. While some of the merchandise would not be salable in this country for many reasons, it sells more or less largely in South America, and by examining the goods and comparing prices manufacturers will be better qualified to determine whether they desire to compete for some of this business or not. Any manufacturer going himself or sending representatives to South America will be helped by this report no matter how much he knows, and if salesmen and money are risked on a southern trip, a critical study of this report, when ready, will be an economical way to acquire additional worth-while knowledge. The real way to build up a dependable, profitable foreign trade is not on price alone but quality, notwithstanding that persuading foreigners to accept many of our high grade tools and other lines of creditable general hardware will take time and persistent sustained effort. In the meantime, it is necessary to meet them part way in kinds of goods when not possible to duplicate exactly to compromise on terms of payment and by the exercise of discretion make a beginning in a sensible way. Unless this class of trade is undertaken seriously and with permanent intent it will be effort and money squandered in most instances. Credit standing should be given close attention.



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Another Section of Mr. Brill's Exhibit

Putting Ourselves in Their Place

It is true that they will for a time find it necessary to buy more or less in our markets, but no salesmen fit for the trip will think of even hinting it. There are many great things in our country worth telling about in a modest way as occasion offers, but for the most part it is better judgment to use the soft pedal and commend many of the really great things they possess in considerable measure, whether in fine buildings, streets, public works, or nature's wonders, instead of everlastingly bragging about our superiority. There is a jockey club house in Buenos Aires said to have cost $10,000,000 (a city third in population in the Western Hemisphere), an opera house in the same city finer than the Grand Opera House in Paris (with New York nowhere), not to mention La Prensa's newspaper plant (daily), larger and better than any we have here or elsewhere in this hemisphere.

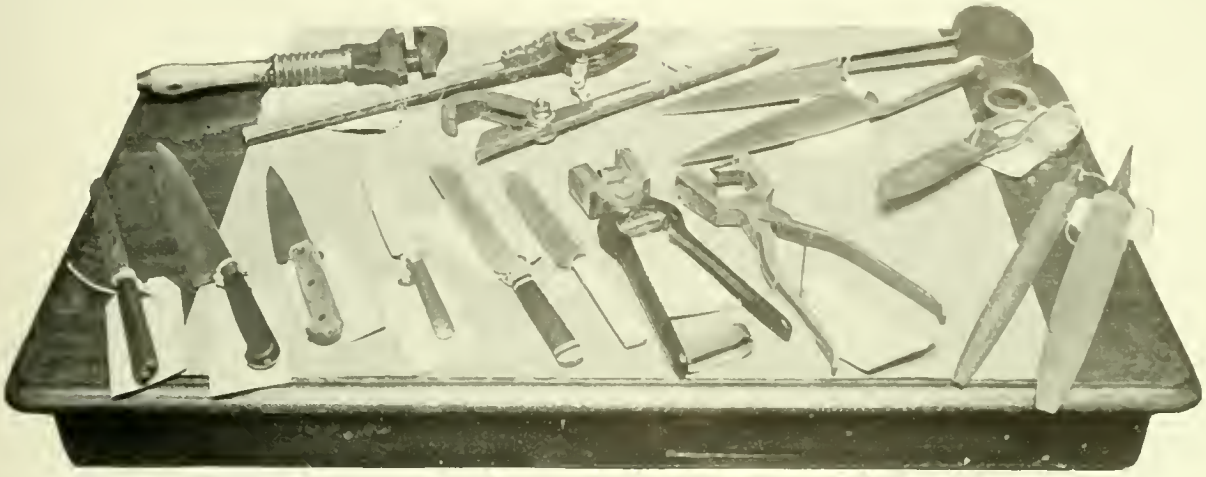
Again, the Banco de la Nacion Argentina, having approximately 175 branches, had according to its latest available balance sheet as of May 31, dated June 12 last, total resources of 849,774,369.95 pesos ($356,905,235.38 United States gold at 42 cents per peso), and total deposits of 635,754,973.79 pesos ($266,917,088.99 United States gold).

Economic System in South America Disorganized

In the meantime, it should constantly be kept in mind that there are 73,000,000 people down there whose industrial and mercantile systems were abruptly and seriously thrown out of gear. While at the beginning of the European war merchants in Latin-America were well stocked, frequently overstocked because of long credits, these stores have been gradually depleted through consumption to a considerable degree.

Consequently Mr. Brill's trip to South America as a special agent of the Bureau of Foreign and Domestic Commerce of the Department of Commerce was peculiarly opportune.

Other things to remember are that markets are farther apart, communication not always as good as in the United States, which has nearly one-half of the entire railroad mileage of the world, with steamboat and other service to match. Therefore, a salesman cannot make up a slap dash schedule to be rigidly adhered to and he cannot (as sometimes goes in the U. S. A.) breeze into the office of those merchants who, polite, dignified and high spirited, are well versed in business and social amenities, and more deliberate in their business methods than we. They often say that they are not speeded up to our gait yet, although making great strides, but that we must take them as they are for the present.



Selections at Random of the Same Articles Shown in August 5 Issue, Part I, on the Three Main Tables on a Larger Scale, Including Nut and Pipe Wrenches, Sheep and Hand Shears, Cooks and Table Knives, Cattle Markers and Files

It is true that there are natives in different countries of mixed breed, just as we have at home, who know nothing of Parisian styles and models and lack some refinements, but for the most part business men from the U. S. A. will find leading merchants in the southern continent who are just as familiar with London, Paris and Berlin as themselves, and frequently more so. It repeatedly occurs that European patterns and novelties of one sort and another often reach Buenos Aires and other leading South American centers before they do us. In general practice it is advisable to revise or forget some of our antiquated moss grown opinions that down there they are largely aborigines.

Features of the Detailed Report

Mr. Brill's samples cover goods made largely in Germany, but also in Great Britain, France, Italy, Sweden, Portugal, and other countries, all tagged with prices, sizes and other information. His statements will be specific throughout, covering weights, measurements, short history of each separate South American country, and often of individual States in each country, just as our nation is composed of forty-eight States and four territories.

There will also be detailed information pertaining to both the countries and the States themselves, each in its proper place, with sailing dates of steamers and connections where practicable; freight rates and duties; names of banks; consular information; names of best dealers, reference to proper ways of packing and shipping; modes of payment; customary commercial terms of sale; suggestions as to how to get business; necessary qualifications of salesmen for such pioneer work; cost of traveling, and many pertinent, concise, general suggestions based on a long experience in the field for a quarter century. Certainly, such an ambitious program would not be possible in eight or nine months for any one without previous long familiarity with the subject and the markets.

Leading hardware importers and merchants of differ-

ent nationalities in the various large cities were interviewed. Information contained in this report is founded not only on this particular trip of investigation but on many years of previous experience in actual commerce in South America. Mr. Brill was in close contact with both foreign and native business men in the six leading countries visited on this particular trip, and the fact that he was able to converse with them in their native tongues was of great advantage in obtaining the information, much of which was of special character. There will be references to a merchant marine and United States branch banks abroad, also hints as to training young men for the foreign trade.

It is a mistaken idea that the South American people, broadly speaking, want hardware different from what is customarily sold in the U. S. A., although there are occasional exceptions. Many do want differences in finish, or packing, according to their necessities, but so far as merchandise itself is concerned it is in great part a question of price and long established brands.

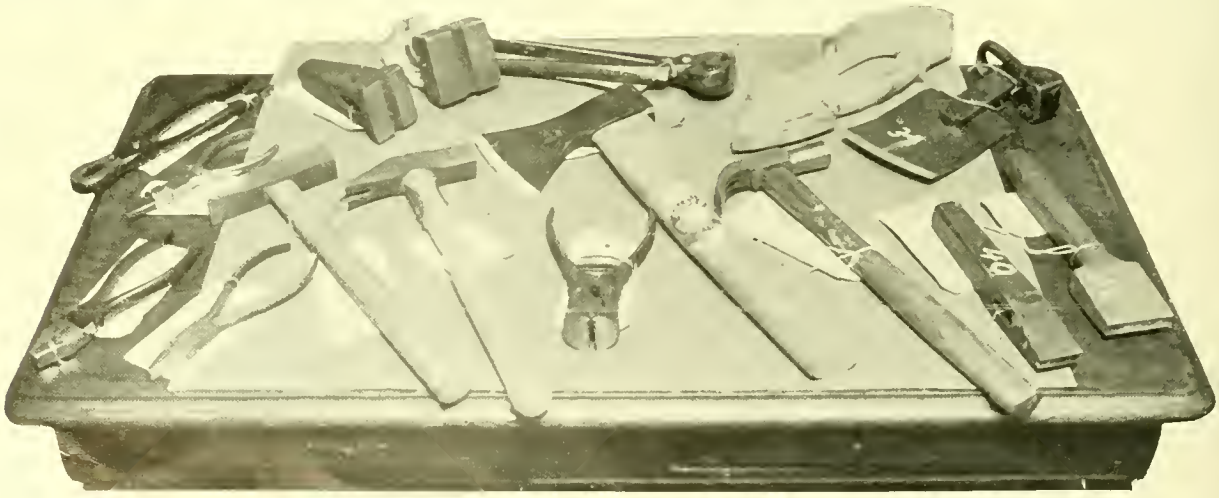
Impressions that customers demand goods made differently from patterns consumed in the United States may be true of other kinds of merchandise, but usually not of shelf hardware, tools, cutlery and builders' hardware to an appreciable extent. There are exceptions in locks, knobs and escutcheons owing to differences in the construction of buildings caused by climatic and other conditions, with large, heavy and thick outside doors and lighter inside doors.

For instance, in the interior they often use narrow escutcheons because of narrow stiles, lever handles instead of knobs, and smaller mortise locks. With the exception of a few items, which will be covered specially and separately as to each country, lighter weights are often preferred because duties are commonly paid on weight. Also, partly because it is less a question of style and pattern, rather than price and brand, there are many articles still sold in large quantities in Brazil, Argentina and other South American countries which couldn't be given away in some sections they still prefer that to which they have so long been accustomed, which prejudice it will take time to overcome. There is always bias everywhere which requires patient treatment.

American manufacturers, as a rule, have not given sufficient weight to the value of demonstrating the advantages of their often superior merchandise, although there has been a more pronounced effort in this respect regarding tools. In spite of conservation and the presence of long established brands of, say, English articles and inducements offered by Germany, American tools are steadily gaining favor because the higher quality is frequently and fully recognized by people who have used them. This claim has been confirmed by continual increases in importations of tools made in the U. S. A.

Packing

There are many misconceptions likewise regarding the packing of merchandise relative to American ability. In South America the trade is practically unanimous that the original packing or manner in which the American manufacturer puts up goods is far superior and much more attractive than that of other nationalities. There has been adverse comment in the past as to outside packing, that is, the box or other covering of the entire bulk. American manufacturers have been severely criticised for not giving as careful attention to the box, case, etc., as to the pasteboard box, wood box with hinged or slide cover, flexible leather, canvas or cloth, enameled oilcloth, or other receptacle for tool sets, etc. Then there are clever containers with snap or tape fastener, and so on, familiar to handlers of fine goods. On the shelf, with handsome labeling, they make a neat, attractive appearance. Trouble such as there has been, relates more to the packing by newcomers in foreign trade who do not realize the injury resulting from the rough handling packages get in swinging them aboard lighters or small boats when steamers are not lying alongside dock; the needless waste of space where freight is taken "ships' option," weight or measurement, whichever is most favorable to the ship; the imperative necessity of protecting against moisture and damp climates and the innumerable details often specified in orders as the result of costly experience, which a new man, uninformed regarding exports, thinks is nonsensical. Nevertheless, in justice to the American manufac-



Gas, Flat Nose and Side Cutting Pliers, End Nippers, Carpenters Pincers, Carpenters Hammers and Hatchet, Anvil and Hand Grooving Tools, Etc.

in the United States. To illustrate, there are cheap, clumsy door locks from Portugal and other old-fashioned inexcusable builders hardware in demand, principally in the northern part of Brazil (Brazil was originally a Portuguese colony), and while up-to-date, better merchandise has been offered at only a small advance in price

turer and exporter, men familiar with the foreign trade say that the American manufacturer is not more guilty of negligence in this respect than are manufacturers and exporters of other nations, provided he has the necessary information to guide him properly.

While there are a few, very few, certain rules to be observed in packing for export, not applicable to 95 per cent. of shipments, in the main every country and each State in the country from which orders come should be considered individually and not collectively.

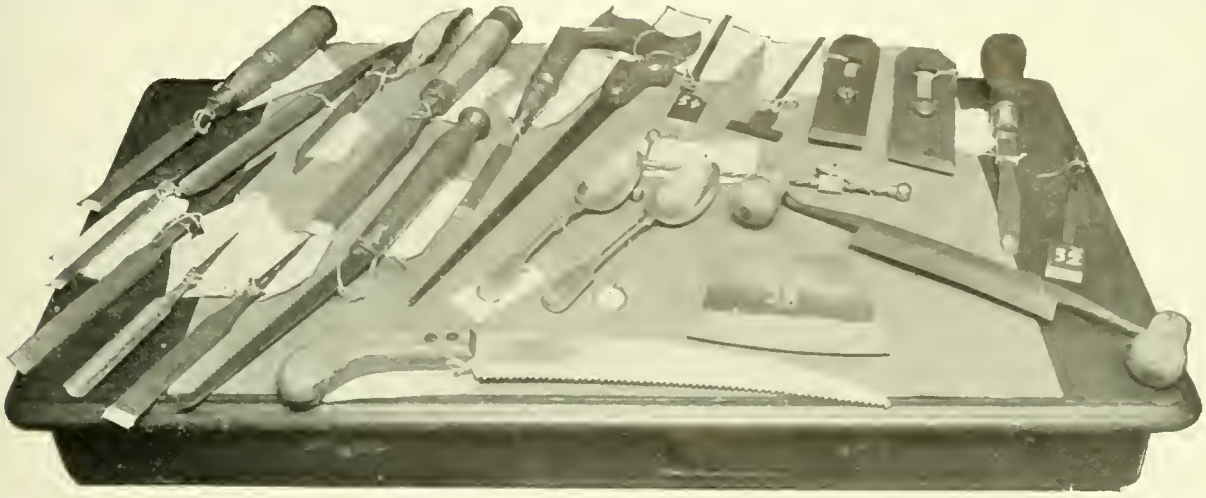
Proper treatment depends on what the article is, how the duty is paid, whether by weight, which may be actual, legal or gross, or ad valorem. Legal weight, for example, would apply to, say, files or rasps put up in paper or wood boxes. Some countries collect customs duties on the weight of the original package, including the cardboard or wooden box. Actual weight means that of the merchandise only, regardless of what it is put up in.

Gross weight always includes the outside box or case, barrel, crate or whatever it may be. Then much depends on what the article is, how duties are paid, or if the goods have to be transported from port of entry, either by rail, vessel, small launch, mule-back, cart or otherwise, on arrival. Goods are discharged from seagoing vessels in various ways, according to the facilities of the port, by lighter or directly on to the quay. Common sense is a prime factor governing the application of rules in packing for export. Surely anything subject to injury through rust or corrosion because of dampness or moisture should be protected with waterproof paper or other material. Any practice is wise that seeks to get goods to destination in salable, merchantable condition. Less than that won't do.

In covering the different countries there will be a résumé of the general conditions and prospects of the countries, with wanted information as to railroads and steamship companies, banks, importers and exporters of hardware, all of practical character.

General Remarks and Suggestions

The upbuilding of export trade depends largely on the attitude of American manufacturers. The first essential is not to depend on generalities but to organize their efforts on sound lines, discarding the idea that foreign business is merely a plaything and can be gotten with little expense and slight effort simply for the asking. It should be realized that many South American merchants are just as experienced and reliable, if not more so, than the average merchant at home, and that the moral standing of the majority of the hardware merchants in Latin-America, notwithstanding some erroneous preconceived notions, is generally very commendable. It should also be taken to heart that to build up a desirable trade with foreign countries, and especially in Latin-America, requires men of the right sort, money and patience, just the same as at home. Demand varies according to the section just as in domestic trade. Often very good sellers with us in one State may not be as good or salable at all in another State nearby or far away.



Tanged Chisels and Gouges, Compass and Pruning Saws, Plane Irons, Drawing Knife, Screw Driver, Drill, Spoon and Wood Scraper

Many South American merchants will pay 10 to 15 per cent. or even 20 per cent. more for American made goods on account of the better quality, adaptability and finish, assisted by the much better ways they are quite commonly put up in original packages.

The accompanying abridged schedule of samples which were collected in South American countries by Mr. Brill specifies some of the kinds of goods regularly used there, all made in Europe but largely in Germany. The endeavor was to bring back only a comparatively few samples of practical character for consideration, omitting the trash that American manufacturers, at this stage certainly, probably would not care to attempt, leaving the doubtful articles for future determination.

Where centavos are mentioned Argentine money is meant. Peso in Spanish signifies dollar, and centavo is the hundredth part of a dollar, similar to the U. S. A. dollar and cent, except that with us there is no fluctuation in value. The value of a peso in Argentina is subject to constant changes, as our paper currency was during the Civil War. The peso lately was equivalent in Argentina to but 42 cents of our money.

It must be distinctly borne in mind, however, that these selling prices are merely given as examples and are not the governing prices, because changes are made frequently, sometimes day to day, contingent on the rate of exchange, freight rates and other controlling factors. Therefore these selling prices are tentative, no matter how accurate when first obtained. Again these selling prices refer only to Argentina and do not apply to Brazil, Chile and other South American countries.

Partial List of Hardware Samples from South America

Article	Manufacture	Cost Price	Selling Price
[illegible]	German	$9.00 doz	
[illegible] slot Spanish pattern	German, 3½ in. or 90 m/m.	orig. cost f.o.b. Hamburg $4.67	F.o.b. Buenos Aires, $7.35 doz.
Carpenters' adze	German, 3½ in	$2.57 doz.	$4.56 doz.
Kitchen hatchet	German	$2.16 to $3.20 doz., f.o.b. Hamburg.	$5.00 doz
Broad hatchet	German	$2.00 doz.	$3.00 doz.
Claw hammer	German	$1.70 doz.	$3.75 doz.
Carpenters claw hammer	German, 1 in.	$1.49 doz.	$2.10 doz.
Plain carpenters' hammer	German, 1 in	$1.10 doz.	$1.65 doz.
Machinist ball pein hammer	English	$1.86 doz.	$2.40 doz.
Blacksmith sledge, double face	English	$0.24 ea	$0.31 ea.
Coopers' hand driver	German, 2 in.	$3.40 doz.	
Coopers' long driver	German, 30 m/m.	$2.16 doz.	
Drawing knife	German, 6 in.	$1.97 doz	
Floor scraper, with handle	German, 5 in	$0.99 doz	
Floor scraper, without handle	German, 5½ in.	$0.81 doz.	
Cabinet scraper	German, 14 c/m.	$0.45 doz.	At Buenos Aires 11 centavos ea.
Tanged turner chisel	German, ½ in.	$1.00 doz.	$2.00 doz.
Long firmer chisel	English, ½ in.	$1.25 doz	$2.75 doz
Firmer chisel	German, 1 in	$1.70 doz	45 centavos ea.
Firmer chisel, half length	German, ¾ in	$0.74 doz.	27 centavos ea.
Heavy long chisel	German, ¾ in.	$1.50 doz.	43 centavos ea.
Mortise chisel	German, 25 in.	$2.30 doz.	48 centavos ea.
Heavy tanged turning chisel	German, ⅝ in.	$1.95 doz.	50 centavos ea.
Firmer gonge	German, 15 m/m (⅝ in.)	$1.08 doz.	24 centavos ea.
Tanged turning gouge	German, ⅝ in.	$1.78 doz	70 centavos ea
Cabinet saws	German, (1¾x24 in.)	$0.90 doz.	24 centavos ea.
	(1¾x28 in.)	$1.15 doz	30 centavos ea.
	(2 x30 in.)	$1.20 doz.	35 centavos ea
Hand saw	German, 24 in	$0.37½ ea.	1.90 pesos ea.
Compass saw	German, 16 in.	$0.96 doz	26 centavos ea
Hack saw frame	German	$1.56 doz	55 centavos ea.
Hand ice saw	German, 22 in.	$5.25 doz.	1.52 pesos ea.
Pruning saw	German, 14 in	$1.44 doz	39 centavos ea.
Pruning saw, wood handle	German, 10 in	$1.39 doz.	36 centavos ea
Pruning saw, iron knob	German, 10 in	$1.79 doz.	41 centavos ea.
Pruning saw, collapsible handle	German, 8 in.	$1.89 doz.	48 centavos ea
Pruning knife saw	German 12 in	$0.99 doz	26 centavos ea
Pruning saw	German, 12 in	$1.12 doz	48 centavos ea
Scroll saw frame	German, 12 in	$0.75 doz	27 centavos ea.
Scroll saw frame	German, 16 in.	$1.37 doz	43 centavos ea
Scroll saw frame	German, 14 in.	$1.81 doz.	58 centavos ea.
Turning web saw blades	Germ. 28x¼ in	$0.36 doz	
Beef splitting saw blades	Germ. 26x2 in.	$2.25 doz	7.20 pesos
Steel square	German, 16 in.	$2.09 doz.	8.40 pesos
Improved divider	German, 8 in.	$2.67 doz	5.76 pesos
Compass	German, 9 in.	$1.85 doz	3.96 pesos
Caliper	German, 8 in	$2.35 doz.	5.52 pesos
Caliper, common	German, 9 in.	$1.74 doz.	3.62 pesos ea.
Caliper rule	German	$10.20 doz.	
Plumb and level	German, 12 in.	$2.60 doz	
Zig Zag rule	German	$0.60 doz	
Trowels	German, 10 in.	$1.55 doz	
Trowels	German, 9 in.	$2.34 doz	7.50 pesos
Trowels	German, 9 in.	$2.05 doz	7.05 pesos
Trowels	German, 4 in.	$1.40 doz	4.80 pesos
Masons' or bricklayers' hammer	English	$1.44 doz.	59 centavos ea
Masons' mattock	English	$1.44 doz.	59 centavos ea.
Scraping knife	German, 2 in.	$1.40 doz	
Scraping knife	German, 2 in.	$0.52 doz.	16 centavos ea
Cold Chisel	German 7½ in.	$0.98 doz.	28 centavos ea
Cold chisel, long flat	German, 12 in.	$1.28 doz.	40 centavos ea.
Flat nose plier	German, 5½ in	$0.55 doz	21 centavos ea.
Round nose plier	German, 5½ in	$0.55 doz.	21 centavos ea
Combination plier	German, 5½ in	$2.00 doz.	53 centavos ea.
Wire cutting nipper	French, 5½ in.	$1.25 doz	46 centavos ea.
Universal combination plier	German, 6 in	$1.97 doz.	52 centavos ea
Combination plier and nipper	German, 8 in.	$3.60 doz	95 centavos ea
Gas plier	French, 8 in.	$1.44 doz	56 centavos ea
Wire nipper	German, 6 in.	$3.88 doz.	87 centavos ea.
Pincer	German, 8 in.	$1.56 doz.	
Carpenters' pincer	German, 7 in	$1.14 doz.	52 centavos ea.
Carpenters' pincer	German, 7 in.	$0.96 doz	33 centavos ea.
Clyburn wrench	German, 9 in.	$0.39 ea.	1.13 pesos ea.
Combined nut and pipe wrench	German, 12 in.	$0.68 ea	
Screw wrench	German, 12 in.	$0.85 ea.	
Double screw wrench	German, 9 in.	$2.80 doz.	85 centavos ea.
Double head wrench	German, ⅞x1in	$25.80 hundred	
Double head wrench	French, ⅞x1in	$26.40 hundred	
Blacksmith tongs	German	2¼ lb.	$0.13 ea	44 centavos ea
Toy swords	German	$0.09 lb	$0.12 lb. U. S
Button hooks	German	$0.09 lb	$0.12 lb U. S
Pipe [illegible]	German, ½ in.	$0.15 ea	
Tube expander	German	3 in.	$2.16 ea	$3.50 ea. U. S
Round twist drill	German	in	$0.03½ ea
Round twist drill	German, ½ in.	$0.16 ea.	$0.38 U. S.
Twist drill, square shank	German, ¼ in.	$0.14 ea.	$0.33½ ea. U.S.
Nail set	Germ, 2 m/m.	$0.26 doz.	$0.06 ea. U S.
Screw driver	German, 4 in.	$0.81 doz.	
Archimedian drills	German	$3.60 doz.	
Archimedian drills	German	$1.62 doz.	
Archimedian drills	German	$1.51 doz.	
Molding plane	Argentine		$0.78 ea. U. S
Bench plane	Argentine		$0.82 ea. U. S
Bench plane iron, single	German, 2 in., 2nd quality	$0.67 doz.	
Bench plane iron, double	German, 2 in., 2nd quality	$1.37 doz.	
Long square molding rabbet iron	German, 1 in	$0.17 ea.	
Plow bit	German, 1 in	$0.31 ea.	
Double plane iron, first quality	German, 2 in	$1.94 doz.	54 centavos ea.
Single bench plane iron	French, 2 in	$0.97 doz.	28 centavos ea.
Single plane iron, first quality	German, 1⅞ in	$0.83 doz.	26 centavos ea.
Double plane iron	German, 2⅜ in	$2.43 doz.	65 centavos ea.
Tooth plane iron	German, 1⅞ in.	$1.00 doz.	32 centavos ea.
Grooving iron	German, 1 in	$0.58 doz.	17 centavos ea.
Short square rabbet iron	German, 1 in.	$0.24	08 centavos ea.
Molding iron	German, 1 in.	$0.31	10 centavos ea.
Square rabbet iron	French, 1 in.	$0.25	08 centavos ea.
Wheelers' rabbet iron, Parisian pattern	German, 1⅛ in	$0.77	21 centavos ea.
Grooving bit, Parisian pattern	German, 1/16 in	$0.24	07 centavos ea.
Iron bit	German, 1/16 in.	$0.29	09 centavos ea.
Pipe tong, alligator	Germ, ½ to 1 in	$5.80 doz.	
Pipe tong, with chain	Germ, ½ to 1 in	$0.45 ea.	
Auger bit	German, first grade, ½ in.	$2.15 doz.	$0.30 U. S
Auger bit	English, first grade, ½ in	$2.40 doz.	
Auger bit	English, 2nd grade, ½ in.	$1.72 doz	56 centavos ea.
Centre bit	German, 11/16 in	$0.32½ doz	10 centavos ea.
Gimlet bit	German, 7 to 10 m/m	$1.14 hundred	
Counter sink	French, ⅝ in	$0.34 doz.	10 centavos ea.
Gimlet	German, 1/16 in.	$0.33 doz.	
Gimlet	German, 1/16 in	$1.17 hundred	04 centavos ea.
Ring auger, without lip	English, 1 in.	$3.75 doz	1.15 pesos ea.
Ring auger with lip, first grade	German, ½ in	$2.05	
Half round bastard file	German, 10 in.	$1.40 doz.	
Medium bastard file	German, 10 in.	$1.46 doz.	
Sculptor's file	German	$1.62 doz.	
Tinner's shears	German, 10 in.	$2.60 doz.	
Tinner's shears	German, 10 in.	$5.80 doz.	
Pruning shear	German, 8 in.	$1.04 doz	
Pruning shear	French, 10 in.	$2.80 doz.	
Pick	German, 6 lb.	$6.40 doz.	
Garden trowels	German	$0.59 doz.	
Coat and hat hook (japanned)	German	$0.22 doz. f.o.b. Buenos Aires	$0.32 U. S.
Coat and hat hook (nickeled)	German	$0.59 doz.	$0.75 doz
Hoe	English, 2⅞ lb.	$1.70 doz.	$0.30 ea.
Knife, fork and spoon (white metal goods)	German, forks and spoons	$1.15 doz	
	Knives	$1.80 doz.	
Aluminum alloy table set knife fork and spoon	German		
Knife, fork and spoon (tinned)	German		
Metal set, knife fork and spoon	German	$0.50 doz. for spoons and forks	
Set of tinned dessert and coffee spoons and fork	Italian		
Table knife	French		
Rodgers' knife	English		
Table knife	German		
Kitchen knife	Swedish		
Kitchen knife	French		
Lamb splitter	Swedish		
Putty knife	German		
Spring lock	German		$3.50 doz.
Lock, cast iron	German		
Cast iron lock	Brazil		$4.00 doz
Cast iron lock	German		$3.25 doz
Cheap cast iron lock	German		$3.25 doz.
French window bolt (Cremorne)	French		$1.50 doz.
Front door spring bolt	French		
Wood handle and knob door handle	German		$1.10 doz
Wood door handle	German		$2.00 doz.
Flat trunk lock	German		$1.10 doz.
Cast iron hinge, 5 holes	German		$0.30 doz.
Cast iron hinge, 5 holes	German		
Butt hinge	Swedish		
Ladies' regular scissors	German		
Tailors' or carpet scissors	German		

Worcester Host to Road Builders

More Than Three Hundred and Fifty Active Members of Massachusetts Highway Association Come to the Heart of the Commonwealth, Inspect Her Unexcelled Road-Ways, and Hold Forth as Guests of the Municipality and City Officials

OBSERVATION that carried with it strong lessons on the art of road building and maintenance figured as one of the important features of the fall meeting of the Massachusetts Highway Association in Worcester, Thursday, July 26. Although little formal business was handled, members considered the meeting one of the best and most profitable in the history of the Association, for it gave them a full and free opportunity to study road building materials, work and results at close range.

More than 30 miles of Worcester streets came under the critical inspection of Massachusetts' master road builders during an automobile tour in the forenoon, and the favorable verdict returned on these streets and the work of Street Commissioner Albert T. Rhodes was unanimous and emphatic.

The members were particularly interested in grouted granite block paving in the use of which Worcester is regarded as the pioneer and pointed to with pride by advocates of the granite block. Years of wear secured from this style of paving on Main, Front and other streets caused many to marvel.

ALDERMAN-AT-LARGE PEHR G. HOLMES
Chairman General Committee

The meeting resolved itself into a study of not only Worcester streets, but the streets of other towns and particularly state roads. After finishing the tour of Worcester streets in the forenoon and feasting at the Bancroft Hotel at noon, the party, 300 strong, climbed into 60 automobiles, and headed for Fitchburg on a flying tour of northern Worcester county.

Royal entertainment was meted out to visiting members by their Worcester brethren. The advance guard which registered at the Bancroft Hotel was entertained royally at a night before. From the beginning to the end, nothing that would in any way contribute to the comfort and pleasure of members was overlooked by the entertainment committee and other Worcester men having the meeting in charge.

Frederick H. Clark, Springfield, superintendent of streets and engineering, and formerly street commissioner of Worcester, fell into the clutches of the law while dining at the Bancroft with other members. Mr. Clark was led from the room with two husky officers clutching him and his wrists encircled with handcuffs. It looked like a sudden end of a fine, smashing time, especially so when a rescue party including Mayor George M. Wright, Deputy Sheriff Albert F. Richardson and Charles E. Hildreth rescued Mr. Clark, president of the Association. Mr. Clark explained to the gathering that he had been arrested for violating the curfew law, having been caught on Worcester streets after 11 P. M.

Entertainment at the dinner was meted out in full measure. Miss Hazel G. Dann's orchestra kept things moving along in a lively manner. The fun was further strengthened by Miss Hazle Childs and Joseph Benoit, cabaret singers with a line of specialties. Alderman Pehr G. Holmes, chairman of the Street Committee, presided at the dinner.

Mayor George M. Wright was introduced as the first speaker. He extended a hearty welcome to the visitors. The mayor dealt with street work in Worcester, what has been accomplished and what the city hopes to do in the future. Mr. Clark responded on behalf of the Association, thanking the Worcester delegation for its rousing welcome and evidence of good fellowship. He pointed

out the importance of such meetings, the wealth of knowledge to be gained and the spirit of friendship and co-operation that is engendered. A brief business meeting followed.

Salem square was used for the mobilization of machines which were furnished by Worcester men. In this, as in other things, the Worcester spirit of organization and efficiency was in evidence. The machines were filled quickly and sent away without confusion on both the forenoon and afternoon trips. Each machine was decorated with the American flag and the M. H. A. banner. Carrying out the idea of efficiency, the committee had a repair car and three expert repairmen to follow the flotilla of machines. The repair car came in for use several times and the men did some quick and effective work.

An object of deep interest to members was the American Car Sprinkler Co. new street flusher. This is the only machine of its kind in existence, and, as usual, Worcester leads with something new and effective. Operated by a specially constructed, powerful motor, the flusher cleans the streets as effectively, more so, it is claimed, than a sweeper and at the same time gives the advantage of wetting the street surface.

The scarifier used by the Street Department was also inspected with interest. This rips up a macadam road with the greatest of ease. There are only five or six machines like it in the country. The scarifier, in use only a short time, has already effected a big saving to the city of Worcester in the cost of breaking up street tops. The scarifier and other Worcester Street Department equipment elicited much favorable comment on the up-to-date appearance of the department.

Worcester was boosted and boosted properly to visiting members through a book issued by the committee in charge. This book was the work of John W. Odlin, private secretary to Mayor George M. Wright, and secretary and treasurer of the committee in charge of the meeting. It was rich in facts regarding the educational, mercantile and manufacturing features of Worcester. The book contained a number of cuts of Worcester streets and points of interest.

Just [illegible] way of showing that Worcester members are right up to the minute the committee issued a newspaper. It was the work of Mr. Odlin. Lest there be any misunderstanding *The Daily Scarifier* stated editorially that it is a yellow sheet. Printed on yellow paper, with red headlines, it did not fail to attract attention. The big story was the tale of how Kaiser Fred Clark and his army captured the city of Worcester. The paper was replete with live stuff and was one of the big hits of the meeting.

Members made a 50-mile round trip through northern Worcester county. The trip was so planned that members might see several miles of state road under construction or completed. State road building work was seen in West Boylston, and completed work was viewed in Sterling and Leominster.

Arriving in Fitchburg the long line of machines wound over the new 5th street bridge and a view was taken of several Fitchburg streets. A stop was made at the Elks Club, where the party was entertained by Mayor Benjamin A. Cook and city officials at lunch.

Leaving Fitchburg the route was through Leominster and Lancaster to Clinton, where the Clinton Chamber of Commerce took the party in tow. Guided by Secretary Charles E. Coyne, the members headed for Metropolitan reservoir and the huge dam which rises to a height of 78 feet from the base. At the reservoir souvenirs of Clinton were given out.

The committee in charge was: Reception and entertainment—Mayor George M. Wright, William S. Earle, John M. Callahan, Capt. Walter E. Hassam, Frank Leake, Frank D. Perry, Samuel H. Pitcher, Alderman Arthur T. Squires.

Transportation — Charles E. Hildreth, President of the Common Council Alexander B. Campbell, President of the Chamber of Commerce J. Lewis Ellsworth, Street Commissioner Albert T. Rhodes, City Messenger George N. White.

Banquet—Earl D. Perry, Assistant Street Commissioner James C. Blake, Thomas W. Hannigan, Councilman Gustaf Olin, G. Arthur Wells.

Printing — Alderman Pehr G. Holmes, Alderman James A. Gallagher, Councilman Joseph W. Leyden, Councilman William T. Mitchell and John W. Odlin.

MAYOR'S SECRETARY JOHN W. ODLIN
Secretary and Treasurer General Committee

Trade Bodies—What They Can Do

The Possible Accomplishments of the Various Chambers of Commerce of the United States—American Business Needs the Vigorous and Conscientious Cooperation of these Modern Associations Working Harmoniously Together

An Editorial by Richmond Marsh, Esq., in the Market World

AT the present time there are not far from four thousand five hundred chambers of commerce, boards of trade and similar organizations in the United States. All but a few of these are associations of the business men in particular cities, large or small. To a small extent districts or sections have such bodies; and there is, of course, the country-wide Chamber of Commerce of the United States, established some three years since. The membership of these associations is for the most part composed of the merchants, manufacturers and bankers of the localities in which they are established. In some of the larger of them are to be found representatives of the railroad and other transportation interests, of the telegraph and telephone companies, and of the press. To some extent professional men, especially lawyers, have been admitted to membership, though as a rule on grounds of friendship or favor, rather than of natural right. The agricultural class, generally speaking, is very sparsely represented, and the laboring class hardly at all. Though it may be said that there is no longer current in the United States any sharply defined conception of the essential nature and function of chambers of commerce, yet a certain traditional notion about them has maintained itself, namely, that they are primarily associations of persons engaged in business, i. e., in trade, in industry or in the provision of the money or credit required for trade and industry. They still hark back to the older time when they were the peculiar organs of opinion and custom for the merchants—to use that word in the larger sense of a century or so ago. We have in this country no class of gentry at the top of society or of peasantry and base mechanicals at the bottom, between which stands the class of merchants, obliged to preserve by continuous efforts its class integrity and its right to freedom of action. Hence there is with us a lack of clear differentiation between the merchants and the rest of society. None the less there still persists among us the idea that merchants have a particular and indispensible function in the body politic; that this function is of a highly complex and not easily understandable character; and that merchants do well to keep in touch with each other, to cultivate their common interests, and to associate themselves together for the maintenance of the rights and privileges which the experience of the race has shown they must have, if they are to do their work well. This is the idea which is embodied, now somewhat indefinitely, in our chambers of commerce.

That there is something very impressive about the mere existence in the United States of nearly four thousand five hundred chambers of commerce, or similar associations of business men, is undeniable. Few persons, probably, have any realization of the extent of this co-operative grouping of the business class. Perhaps the first impression created, when the fact is presented to the mind, is that the business class if "organized"—to use the word with the colloquial connotation—as in no other class in our population, without excepting even organized labor. Unless one is familiar with the actual conditions of things, it is easy to assume that there must exist the closest inter-relations between this great number of commercial bodies, all animated by the same general interests and purposes, all pervaded by a kind of class consciousness on the part of their members and all seeking the attainment of substantially the same ends. In these days, when the very name of business is anathema to no small number of persons, the conclusion might readily be jumped to by many that business after all has found a way to cast its net over the country, and that through this multitude of organized chambers of commerce, established in all considerable communities everywhere, business men can make their desires effective, whether they are for the general good or not.

The reality, however, is very different from this interpretation. American chambers of commerce, despite their number and despite the highly respectable character of their membership, are for the most part very imperfect organs of expression for the business men of the United States, as a whole. So far from representing a coherent and conscious co-ordination of the business interests of the country, they have hitherto remained in practical isolation among themselves. Their point of view, except in an exceedingly small number of cases, has been purely local. Indeed, the dominating motive with a very large proportion of them has been the exaltation of their respective communities at the expense of other communities. To "boom the town," to get business away from other centres, to procure local advantages of one or another sort,—these have been the real aims of a multitude of these associations. There has been scarcely a trace of a genuine inclination on their part to co-operate for larger ends. It is true that, since the organization of the national Chamber of Commerce, an unremitting effort has been made by the officers and directors of that body to bring about some sense of solidarity between the scattered local chambers of commerce, and that this effort has met with at least the measure of success implied by these associations becoming aware of one another's existence. However, the local chambers of commerce give slight signs thus far of arousing themselves to a consciousness that they are members of one great organic body, that their most important function is national rather than local, and that, inasmuch as the tradition of guiding and moulding all modern economic development belongs to them, they are now called upon to bring their initial influence to bear upon the economic development of the whole country for the future. Still immersed in local ambitions, local projects and, it must be added, local jealousies and rivalries, the chambers of commerce, in the vast majority of cases, remain indifferent to all appeals to join in nation-wide constructive movements and to accept as

their duty the devotion of the best part of their energies to keeping watch and ward over the national life in its economic, or business, aspects.

That the United States suffers great harm in respect of the harmonious and effective development of its business activities, by reason of this lack of larger co-operation between its chambers of commerce, is not open to doubt. In no great commercial and industrial country in the world is the business class so helpless, both to repel unwarranted attacks upon itself and to prevent the perpetuation of economic folly by the organs of government, as it is in the United States. Notwithstanding the extraordinary part which business, in its constructive and creative capacity has played in making the American Nation what it is today, it must be admitted that it has even now no adequate means of formulating its own general experience in terms of economical and social principles and of obtaining the acceptance of these principles as necessarily to be observed in all constructive work governmentally undertaken. In a way nothing could be more curiously futile than the running hither and thither of American business men when they find themselves threatened by the legislative proposals which they perceive to be fundamentally at variance with the essential conditions of successful commercial and industrial effort. They do not know how to proceed in order to bring realization of the true state of things home to the minds of the legislators in whose power their dearest interests lie. But, oddly enough, the last thing they think of doing is to turn to their own associations, their chambers of commerce, to the end that these, working in conjunction all over the country, may present a united and impressive front to the legislators and make them stay their hands from the unwise and hazardous experiments they are contemplating. Similarly, when business men themselves make out a new constructive need in commerce and industry,—such, for example, as the reconstruction of the country's system of banking, recently accomplished with all manner of travail,—it is not through their chambers of commerce that they endeavor to arrive at the desired end. Rather, they undertake a process of confused and miscellaneous debate and persuasion, through which the new conception is slowly and painfully brought to realization, if it does not get lost in the shuffle.

American business needs nothing more at the present time than it needs vigorous and consciously co-operative organs of self-expression. It is going to need these in the future even more than it needs them now or has needed them in the past. The world turmoil which is to be one of the consequences of the greatest of all wars will assuredly bring to birth in Europe economic, social and political projects of bewildering variety and of the most revolutionary tendencies. The repercussions of these projects will be felt in the United States, as in every other country on the globe. The slowly and painfully built up wisdom of the race in economic matters will be assailed as the height of unwisdom, and the orderly processes of our commercial and industrial life will again and again be threatened by reckless innovation. It will be asserted that the very bases of our business, as well as all its customs and practices, are out of harmony with the proper objects of society. The expedients of a state socialistic character which the nations at war have been compelled to adopt for self-preservation, however individual freedom may suffer the while, will be urged as models of what should be permanently accepted and established. And business will find itself no longer left free to act upon its own initiative, to be governed by its own formulated experience, to apply in its activities the principles which it has found to be essential to success in the larger, as well as in the narrower sense. Something of all this business has been undergoing in these recent years of industrial and social unrest; but we may be sure that what has been will seem pale compared with what is to be. To withstand the buffeting it will receive, to hold itself steadily to its goal, to emerge unimpaired from the stress and confusion, business in this country must develop to a degree never before attained a general harmony of knowledge and purpose, and effective instrumentalities for procuring attention and respect for the principles it urges.

In its four thousand five hundred local chambers of commerce, and its Chamber of Commerce of the United States, American business possesses the necessary means for accomplishing what has just been set forth. The sole question is whether these associations of business men can be infused with a larger and deeper vitality, inspired with greater purposes than the mere fostering of local concerns, and brought together in common co-operative effort for the attainment, both in legislation and in all action of the community, of such substantial and permanent results as will enable our commerce and industry to continue in the course of creative and beneficient achievement. It is to be hoped that the influences that flow from the national Chamber of Commerce to the lesser associations will be persistently conducive to the realization of this ideal. The welfare of the country imperatively requires that our chambers of commerce should become vitally organic forces in the national life.

The Stuff

The test of a man is the fight he makes,
The grit that he daily shows;
The way he stands on his feet and takes
Fate's numerous bumps and blows.
A coward can smile when there's naught to fear,
When nothing his progress bars,
But it takes a man to stand up and cheer
While some other fellow stars.

It's not the victory after all
But the fight that a brother makes;
The man, who, driven against the wall,
Still stands up erect and takes
The blows of fate with his head held high,
Bleeding and bruised and pale,
Is the man who'll win in the by and by,
For he isn't afraid to fail.

It's the bumps you get and the jolts you get
And the shocks that your courage stands,
The hours of sorrow and vain regret,
The prize that escapes your hands,
That test your mettle and prove your worth;
It isn't the blows you deal,
But the blows you take on the good old earth
That shows if your stuff is real.

The Santa Barbara Country

A Worcester Tourist's Impressions of Southern California Where Bits of Old Medieval Spain Still Linger Despite the Inroads of an Ambitious People Who Are Developing There—Western Winter Paradise to Rival the Southern Resorts

By Mrs. Beatrice McKibben of Worcester

FROM my window in the hotel at San Diego I could see a great part of the bay, with Point Lorna in the western distance. Often I saw government air-ships flying over the bay.

We stopped here to be near the fair grounds for a few days, and then changed to the Del Coranado, the famous hotel of Southern California. It was restful and pleasant there, except for the polo games which were most exciting, for the two best teams in the country were then playing there. Just beyond the hotel was Tent City.

San Diego is situated on the only harbor between the Panama Canal and San Francisco. Of its twenty-eight miles of graded streets, twenty miles are paved.

We motored to Point Lorna, which extends beyond the bay, separating it from the ocean. Fort Rosecrans, the only fortification about San Diego, is located there, as well as a lighthouse, a government coaling station and a wireless station. Nearby are the theosophical headquarters. On the ocean side there is fine bathing.

Eight miles away is the oldest mission in California, founded in 1769. One of its most interesting places is the old home of Ramona, at "Old Town." This spot was made famous by Helen Hunt Jackson. The old mission bells, and the church where Ramona was married, are also to be seen.

There are other interesting sights in Old Town. The uncompleted brick church marks the spot where the cross was first planted and where the first pepper tree was grown by dear old Father Junipero Sero, who founded the missions of California. The old plaza and monument show where General Freemont raised the United States flag. There are also the first church and the old mission bells, and the first palm trees, one hundred and forty years old.

An old graveyard with crumbling walls and much worn head boards, an old Indian schoolhouse and the first jail and the Whaley home, the first brick house built there, are among the points of interest. A character of the place is Gertrude Alta, the oldest Indian woman living.

"Ramona's wedding place," a low, adobe dwelling, which covers nearly a city block, with its roof of tiles made by the mission Indians, its rafters bound with rawhide, and its quaint little courtyard, quite overrun with flowers and vines, is pointed out to everyone.

Many other curious things are cherished within the thick walls of the old mission, such as the "Spanish kitchen," and the "wishing well." Out in the patio we sat upon the door-stone to dream of the days of Ramona while the bees buzzed 'round the kitchen door and we listened to the music of the fountain, singing of the peace of other days.

The Panama-Californian exposition is in Balboa Park, bordering the business section of the city. It is a little gem of an exposition, much more pleasureable than the one at San Francisco, which we saw later. Attractive gardens, well-kept lawns, and fine buildings which gave an impression of permanence, with luxuriant vines and trees of five years' growth made it a veritable garden spot.

One of the most interesting sights we saw was the painted desert where the Pueblo Indians work and play exactly as they live in the real desert. One "house" is built upon another, ladders connecting the topmost dwellings with the ground. Each "apartment" has for its own terrace the roof of the one below. The Indians did not seem to pay any attention to us, but went on with their basket-weaving, pottery and rug-making.

One woman was climbing a ladder with a little papoose wrapped in the folds of her shawl. We peeped into several of the dark rooms on the ground floor. Great strings of red chili hung drying in the open, paneless windows, and corn was tied by the husks and hanging from the rafters.

In one room were two Indian maidens grinding corn, while another played weird music on a three-cornered instrument. Dancing is the chief religious ceremony of the Indians—it is their method of gratifying the good will of the gods that rule over their universe. Behind the kiva, where their religious dances are held, Indians bartered their wares for supplies or money at a typical trading post, such as is seen all over the southwest.

There are other Indians living in their own way in the painted desert. Among them are the Hopi Indians, expert potters. There are also the Apaches, who have a camp in a depression in the hillside, and the Supai, who are quartered at the foot of a detached mesa, or butte, each living in his own customary fashion.

High above, in a large cave in the cliff, the last of a cliff dwelling remains, a mute reminder of a people that has disappeared. The "Hogans" of the Navaho are queer structures of boughs, covered with dirt. Actual Indian life is the key-note of the whole exhibit, and it is extremely interesting to the beholders.

The huge outdoor pipe organ, the gift of Mr. Spreckles, San Diego's multi-millionaire, is flanked on either side by a pavilion, crescent shaped, where the wearied sightseers can rest and listen to fine concerts.

Tia Juana, fifteen miles south of San Diego, and just across the line into Mexico, is a small village with a post office, curio shops and a few queer looking houses. Through the main street there is a long mound where the dead were thrown and buried after their fall in a recent skirmish.

There are several bullet holes in the walls, and we took pictures of the trenches which are still to be seen there. At the time of our visit, all seemed peaceful, though every Mexican, even to the surgeon, wore his revolver on his hip. After a careful examination at the customs

office, we returned to San Diego over the Silver Strand, the greatest natural breakwater in the world, past the famous Tent City, to the Hotel del Coronado.

Next we visited the Los Angeles Wonderland. From there radiate so many roads to points of such varied charm that it was hard to choose which one to take first. We spent some time motoring about Los Angeles, a modern city of fine streets and buildings, parks and beautiful homes embowered in foliage, where there is a great wealth of color and of fragrance.

We drove about beautiful Pasadena, America's winter paradise, a city of charming drives and splendid residences, one of the finest of which is the residence of Mr. Wrigley, of chewing gum fame. Pasadena is a land of enchantment, its wonderful climate being the lure.

The Busch gardens, with their terraces and sunken gardens, the foliage, the lovely home, with snow-topped mountains in the distance, is like a fairy dell, especially the Arrojo Secco gardens, where are to be seen the groups from Germany representing the Mother Goose rhymes.

One of the spectacles is the mystic hut where Snow-white dwelt with the Seven Dwarfs; another is Little Red Riding Hood; and others show Cinderella and her kitchen and doves, animals at church in the forest, the fox family, Hansel and Gretel—in fact every corner we turned on the shaded knoll of the Arrojo Secco gardens brought us to some old friends of nursery days. It costs Mr. Busch $7000 a month to maintain these gardens.

From Pasadena runs the electric railway and cable incline to Echo Mountain, Mount Lowe being six thousand feet above the sea. It was certainly the steepest incline I have ever seen.

On Echo Mountain, a shoulder of Mount Lowe, is situated a fine observatory. Ye Alpine Tavern, a lodge in the heart of the forest, is near the summit of Mount Lowe, and we were glad to toast ourselves before its cheery fire in the huge fireplace while waiting for luncheon.

Santa Catalina is an island twenty-five miles out in the Pacific and is reached after a three-hour journey on a small steamer. The island was discovered by Cabrillo, the Spanish navigator, in 1542. As we approached the island the beauties of the spot became more apparent, its lofty peaks and deep canyons.

Passing a sentinel-like rock we steamed into the picturesque town of Avalon. Catalina is famous for its fishery, the tuna as caught in its waters weighing from eighty to two hundred pounds. Best known of Santa Catalina's many attractions are the submarine gardens, glimpsed through the glass-bottomed boats.

Floating over the blue waters we spied shell-encrusted rocks, fishes of all colors and sizes, darting here and there leisurely among the waving foliage from which iodine is made, sea-cucumbers clinging to the rocks, and prettiest of all the abelone shells which a diver gathered from the deep bottom for us, selling them for twenty-five cents each. Once he looked up as he was swimming upward and his eyes were wide open. How else, though, could he see and find the shells? Living corals, star-fish, golden angel-fish and shells were the rarer sights.

Other fascinating places in which to spend a day are Long Beach, Santa Monica, San Pedro and Venice, Ocean Park and the Cawston Ostrich farm, all of which would be interesting for a short visit.

San Gabriel must not be overlooked. It is an old Spanish settlement of long ago; San Gabriel mission having the best collection of relics in the west, consisting of frescoes and works of art of the matters of long ago.

The Mission Playhouse across the street from the mission is surrounded by beautiful semi-tropical gardens in which are erected miniatures of each of the twenty-one old Franciscan Missions of California. One visiting the "King's Highway," which connected these missions, can easily imagine a visit to each separate mission. It makes a pleasant walk during intermissions of the play.

The Mission Play is to America what the Passion Play is to Europe. It is a pageant-drama, telling of the struggles, hardships, self-sacrifices and martyrdom of the pioneers; the great love and faith of Father Junipero Sero; his final success in winning the Indians to his faith; the peace and happiness of California's golden age; the teaching of the Indians in the wonder-lore of workmanship.

The dances of the Mexicans and Indians were delightful, nearly all the actors being descended from the old Spanish families who were the first pioneers of California, or from the Indians who were converted to Christianity by the Franciscan Fathers. Many of the Indians use hierlooms, such as guns, swords, saddles, bridles and articles of clothing which have been treasured for over a century.

The last act of the play portrays the sad story of the ruin, yet through it runs the thread of ever-living faith and the hope that the Missions would sometime be restored. The whole history of California may be learned in this one afternoon and we felt our time well spent as we bade farewell to the "Queen of the Missions," the term applied to San Gabriel. And, indeed, it should be so called; the old "campanilo" or bell tower and its exterior staircase being of such architectural beauty.

The California coast from San Diego to San Francisco is a coast elysium. The blue of the great Pacific is rarely broken by sails, but occasionally we sighted a steamer or a sail boat as we journeyed on. Such a striking contrast to the Atlantic where there is ever so much shipping.

The entire coast, however, is enjoyable the whole year round. The winters are mild and the air is dry and cool in summer. Venitura-by-the-sea enshrines the Mission San Buenaventura, founded in 1782. It is a pleasant ocean town, with its shoulders against the mountains.

A few miles north of San Diego are the Caves of La Jolla, a series of natural caves, wonderful in their wild beauty and vivid coloring.

Santa Barbara is one of the most delightful of California's charming resorts, situated as it is with the ocean on one side and the lovely Santa Yuez Mountains on the other. The homes are beautiful and their gardens exquisite. The architecture must have been chosen to suit the place. There are two fine hotels, the Arlington, which is newer, and the Potter; the latter we chose as it was on the ocean. Its gardens and lawns, too, were more picturesque.

One of the most charming places to visit is Mirasol, a gem of artistic appointments and exquisite taste. It was built by the Herta brothers, of Herta loom fame, who are well-known interior decorators and architects in New York City. They built it for their mother, and after her death, as neither brother cared to live there, it was arranged for a guest house. Along the sunny court with its fountain-music and beautiful flowers, have been built small, artistic cottages where the guests live, using the large hall, dining room, drawing room and daintily appointed boudoir of the main house.

The Mission Santa Barbara is the best preserved of them all and its gardens are well kept up by the present

brotherhood, which conducts services there. We climbed the steep stairs of the bell-tower and gazed, enraptured, down into the "secret gardens" where the fathers stroll among their beloved flowers during their rest hours.

We had a delightful old man to drive us about—a real character who delighted us with tales of the place. We enjoyed most of all the short visit to his own "little shack," which sheltered his beloved Stradivarius—his companion—his "fiddle," as he called it. He had been offered fifty thousand dollars for it and had refused the offer. At first we doubted the quaint, shabby old man, but he turned and added that the Exposition had offered him $10,000 with an insurance of $25,000 for the loan of it.

"And you didn't?" I asked, amazed.

"Deed and no, ma'm!" he answered, shaking his grisly locks which curled about his faded coat. "Why, ma'm, I found they would keep it till next December and I just couldn't *live* that long without my best friend, my Laby."

Tears were in his faded blue eyes and I knew he meant it even before we drove up to his own little domicile to view the wonderful treasure. It was held out for me to open the case and admire the treasure within. Covered with silk cloth to guard it from dust, the old Stradivarius looked back at me and there, indeed, was the name which made it one of the most priceless possessions in the world today. And that shabby little man would not part with it for any price. It had been a gift from a well-served master and every night, even before cooking his supper, that dear old man tenderly lifts his "fiddle" which had the power to bear his beautiful soul out through his vine-covered doorway into the little kingdom which was his own.

Vancouver's Pinnacles, not far from Del Monti, has been turned into a national park and is a real wonderland of weird cliffs, gorges and caves, set in a woodland wilderness.

Del Monte, on the beautiful Bay of Monterey, baffles all descriptive power. Art and nature co-operating have made a marvellous setting of artistic harmony. The 18-hole golf course, dotted with pines and oaks, is fine. We were fortunate enough to see a national tournament there.

The grounds about the fine hotel are well laid out and the drives, gardens, tennis courts and lake, with the riot of flowers and shrubs and splendid old oak and cypress trees, show constant care. On many of them the bark had been riddled from top to root as by bullet holes and in each hole had been cunningly stored an acorn—the woodpecker's granaries.

While there we took the famous "seventeen-mile drive" which now has had twenty-three miles added, to Cypress Point, along the newly constructed boulevards. Everywhere rioted the poppies, gleaming like golden chalices among soft green grass and white blossoms covered the vales like snow. Legend says that the poppies are the tears of the sun, shed for the grief of the Indians when they were driven away from their homes by the American government.

The picturesque, surf-beaten shores of the peninsular and rugged sea-coast is the joy of the artist. The mountain air blends with the salt sea breezes to form an invigorating atmosphere.

The flag still waves today over the old Monterey customs house, as it has since Commodore Sloat raised it in 1846. Mrs. Stanford has erected a monument, a statue of Father Serra, at the old Presidio. The old town of Monterey, the first capital of California, is full of romantic memories and historic associations. The old court house with its stile, the tiny house and quaint trellised yard of the widow who was courted by General Sherman; his name written in the old arbor; old adobe buildings and early missions, each having its own romance and history, are some of the attractions of the locality.

The Mission San Carlos de Borroneo contains many relics while in the garden stands the old oak where Father Serra first celebrated mass. His body is interred at Carmel-by-the-Sea, at Carmel Mission, three or four miles distant. Robert Louis Stevenson's house and General Sherman's headquarters still stand and the old Presidio is now a government post.

Beautiful Rancho Del Monte, with its twelve thousand acres of meadow, forest and mountain, is fifteen miles from the sea, up the valley of the River Carmel, which was discovered by Sebastian Viziamo in 1603. A day here loitering along the upland trails would bring back the sparkle and color of life to the weary.

Picturesque Pacific Grove, the home of the Leland Stanford University, boasts of the finest marine gardens in the world. The strange rock formations look like castles and towns amid forests of green, waving sea-weed. Through these groves dart fish of every sort and color and fancy runs riot. At "Lover's Point" is a charming Japanese tea garden.

We drove on, winding through a beautiful pine forest until we reached Moss Beach. Then the road followed the ocean around the peninsula to Pebble Beach. The points of interest follow in quick succession—Point Joe, Restless Sea, Bird Rocks, Seal Rocks, with their colony of seals, Fan Shell Beach, the Ostrich Tree, Cypress Point, Cypress Grove, Midway Point and Watch Tree.

"Restless Sea" is that peculiar meeting place of the tides and the spectacle of seething surf and immense waves breaking far off the land is always an inspiration. The "Ostrich Tree" is the queer formation of two leaning cypress trees, closely resembling a giant ostrich, and it stands out boldly against the sky line just beyond Fan Shell Beach. The ostrich looks as if it was hurrying back to the grove, after having had its daily bath.

All along the winding drive Nature is a revelation in her varied moods; on through ancient cypress groves, around wooded headlands and rocky points we glide to Pebble Beach. Pebble Beach Lodge is a low, rambling lodge built of pine logs cut from the surrounding forest and faces the bay and the southern sun. Its broad verandas, pergolas and cozy nooks and the immense fireplaces at each end of the great assembly hall are most inviting.

From the crest of the hill on the return trip of this wonderful drive and from Corona del Monte, Point Lobos (Point of Wolves), and other points a wonderful panorama is spread out where cypress groves meet ocean waves. The sapphire blue of the bay, the golden crescent of the beach, the forests, the red-tiled roofs of old Monterey in the distance, and the dark green of the forest form a superb and never-to-be-forgotten picture. Fremont Peak is forty miles in the distance, near San Juan. Our flag was raised in 1846 by Captain John Fremont, who was attacked there by General Castro in the Mexican-Californian war.

San Juan Baptista is one of the most interesting of the Missions. It is about thirty-five miles from Del Monte, on the Salinas road. Here is the most complete set of vestments and altar vessels used by the Padres; also

much ancient furniture and fixtures used in the early days, including old musical instruments similar to Colonial pianos. All the Californian Missions were a day's journey apart and afforded rest for travelers.

Santa Crux was our next stopping place, as we journeyed on, although only a brief one. Quaint signs in the windows attracted our attention—such as "Shaving Parlors," "Feeding," and "Sleepers Wanted."

An automobile drive of six miles down San Lorenzo Canyon, over slippery, winding roads, past overhanging crevasses, through wild and rocky mountains and roaring torrents to the famous grove of big trees took us to another romantic spot. After sending our automobile back to Santa Crux, we walked across the swinging bridge, then found ourselves among gigantic red wood trees. Many of the trees are twenty feet in diameter and over 300 feet high and 8000 years old. Some of them have hollows at the base large enough to house a family. Once Captain Fremont sought shelter in one of them. It is named for him. Tucked away in the heart of this mighty red wood forest bloom exquisite little woodland flowers that blinked star-eyed as we passed through the damp paths, pausing to breathe deeply the woodsy fragrance. Mount Hermon, Laurel and Forest Groves are ideal camping resorts in this region.

We resumed the train at Felton and whirled through the orchards and foot hills of the rich and beauteous valley of Santa Clara, where acres of fruit trees are grown. Onions grown for seed are as ornamental as they are useful. Almond groves were fluttering rosy clouds of pink and white petals, drifting like snow.

At Palo Alto, thirty-five miles south of San Francisco, is the great Leland Stanford Junior University. It is built after the mission style of architecture. Tuition is free to California students.

San Mateo has many magnificent country houses among the great oaks and pines of that region, twenty miles south of San Francisco. There, too, are two fine schools, St. Matthew's military school and St. Margaret's school for girls. Not far away is Crystal Lake.

San Francisco peninsula is an arm which stretches to the northward between the bay and the ocean, and reaches to the cleft in the Coast Range, Golden Gate.

Hiram E. Barnard

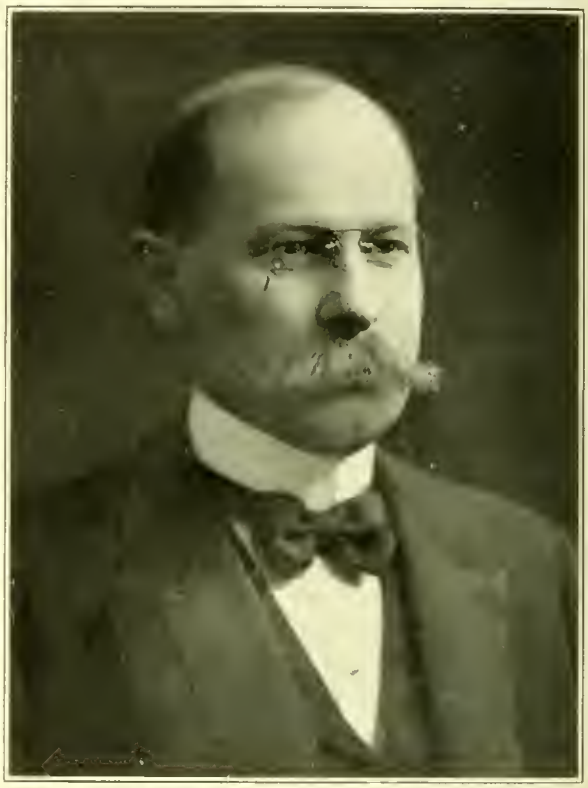
THE passing of Hiram E. Barnard in the closing days of August, caused unusual regret among officials of the Chamber of Commerce. Mr. Barnard had, throughout his career, been a staunch supporter of the Chamber. He had stood by it through every contingency, particularly lending his influence to bring about the consolidation of the old Board of Trade and the old Merchants' Association in 1913.

Prompted by a spirit of loyalty for his home city, Mr. Barnard stood whole-heartedly for every motive and purpose which was back of the Chamber of Commerce in all its work. He believed in co-operation—the co-operation of individuals and of organizations, of city and citizen, and of groups of citizens.

He realized always the necessity for such an institution as a Chamber of Commerce. It was apparent to him that a city with a Chamber of Commerce, conducted on broad lines and under the domination of unselfish interests, would stand a far greater chance of forging to the front than a city without one.

Because of this attitude, Mr. Barnard was active in the work of the Chamber, bearing a helping hand with the entertainment and outing committees, where his advice and aid were much appreciated. He was noted for his punctuality, seldom coming to an appointment or a meeting late.

In the life of the city he was a modest, hard-working, energetic and enterprising business man. He had built up a solid business by nothing more than hard work. He started the Barnard Brothers Co. at 280 Main street,



Mr. Hiram E. Barnard

more than 40 years ago, and he and his brother developed the business to the point where they found it necessary to enlarge their facilities. They saw it grow with a most satisfactory steadiness. They were concerned altogether with the manufacture of trunks and dealt in trunks and traveling supplies of various sorts.

Mr. Barnard was a native of Worcester, so that his loyalty to the city bore an even stronger strain than that of a mere resident who had adopted the city as his abiding place for a longer or shorter period.

With Mr. Barnard, Worcester was "his city" absolutely and completely: his native city as a matter of fact, but his own city by fealty of heart.

Not blindly, but admitting that Worcester had faults, he none the less stood up for Worcester in a constructive way, anxious to see her weaknesses set right. One of the ways that he saw to bring this about was through such a medium as the Chamber of Commerce.

Mr. Barnard's death was received at the Chamber of Commerce with surprise and sorrow. He was personally a friendly, much-liked man. His influence and his personality will be missed as long as the Chamber continues to strive for better things for the City of Prosperity—for that was an ideal in which he implicitly believed.

WORCESTER A QUARTER CENTURY AGO

September, 1890

Golden Jubilee of Co. A

Celebration of its golden jubilee was conducted by the City Guards, Co. A, Second Regiment, M.V.M., on September 19, 1890. This company of the city's militia had even then a long and honorable record behind it.

It had had a large celebration of its first quarter century 25 years previously. The 50th anniversary celebration was even more notable, and was marked by the presence of practically all the men of military note in Worcester.

Grand Army veterans were many at the anniversary banquet, which was held that night in the State armory, only completed a short time previously. General Josiah Pickett called the assemblage to order and presented former sheriff A. B. R. Sprague as the toastmaster of the occasion. Among the guests was General Devens. The speakers included the captains of the different companies of the Second Regiment, as well as the higher regimental officers.

Before the banquet there was a parade of the active and veteran branches of the organization. The shoot for the company gold badge was held at that time also. The parade was reviewed by Mayor Harrington and a large concourse of people, including many members of the City Government.

Dr. McCullagh Comes To Worcester

Acceptance of the call of Plymouth Church was wired to the officials of that church by Rev. Dr. Archibald McCullagh, then pastor of the Rose Street Presbyterian Church in Brooklyn, on September 10, 1890. A formal letter of acceptance followed and was read to the congregation on a Sunday morning service soon afterward. The night following the receipt of the telegram, its contents were announced at a mid-week service by Deacon Darius A. Putnam, and called forth a large amount of congratulatory comment. There was much satisfaction on every hand.

John D. Chollar

John D. Chollar, a well-known Worcester business man, died of Bright's disease on September 12, 1890, at the home of his brother, Andrew L. Chollar, at Danielsonville, Ct. He was a native of that city.

Mr. Chollar came to Worcester in 1849, when he was 20 years of age. He began work as a clerk in the dry goods store of B. L. Hardon & Co., but later went into the furniture business and built up a flourishing trade as a member of the firm of Taber & Chollar.

Disease Epidemic Among Horses

In September, 1890, a mild epidemic of catarrhal fever among the horses of the city broke out. For a while veterinarians were kept as busy as they cared to be. There was never less than 200 cases of the disease at any one time. It was said among old residents that it was almost as bad as the epidemic of 1872 which caused much distress among the horses.

Grade Crossing Abolition

Acting under the authority of the City Government, City Solicitor Goulding this month entered a petition in the Superior Court, on behalf of the city for the abolishment of the grade crossings at Grafton, Green, Washington and Plymouth streets. Thus early was the machinery begun which resulted in the abolition of all the southern grade crossings in Worcester.

The work of abolition continued for several years before it was finally completed a few years ago, and the present seemly and attractive arches were erected at the street crossings mentioned. They not only do away with the crossings but are a big addition to the beauty of the city in that section.

The petition filed by City Solicitor Goulding asked for the appointment by the Superior Court of a commission to adjudge property values and decide what steps should be taken to bring the abolition of the crossings to pass. The cost was borne, as customary, in part by the city and in part by the railroads concerned.

Baseball Plans

With the disbandment late in August 1890, of the professional baseball club of the city, then known as the Worcester team of the old Atlantic Association, a movement was started for an amateur city baseball league. This movement simmered along without gaining a great deal of headway until on August 8 a county league was advocated and a call for the formation of such a league among amateur baseball teams was issued by the Crescents and the Unions, of this city. A league was eventually organized and played during the season of 1890.

New Pastor Called

Talk of calling Rev. Dr. A. Z. Conrad, of Brooklyn, to the then vacant pastorate of Old South Church was heard during September, 1890, resulting from arrangements made to have Rev. Dr. Conrad preach in the Worcester church as a candidate. He was at that time the pastor of the Ainslie Street Presbyterian Church in Brooklyn. He eventually became the new pastor of Old South Church. He first preached there as a candidate the latter part of September, 25 years ago.

Disposes of Its Electric Holdings

Stockholders of the Worcester Gas Light Co. voted unanimously on September 25, 1890, to sell their 2000 shares of stock to the Worcester Electric Light Co. There had been negotiations under way for several weeks for a consolidation of the two concerns to some extent, but nothing definite came of the proposition until this meeting of the majority stockholders of the Gas Light Co. The old Gas Light Company thus passed under the control of the Electric Light Company, which remained the only illuminating company in the city until the present situation came to pass whereby Worcester has both a gas light company and an electric light company.

EDITORIAL REFLECTIONS

An Answer and a Question

AFTER twelve months of promise the first fruits of the new commercial policy of the United States are budding forth as a result of the reports to and personal visits made by the special agents of the Department of Commerce to the various commercial bodies of the country following their fine-tooth survey of business conditions in South America. And already a chilling frost is reported on this splendid movement.

Academic discussion after academic discussion of South American trade and how to obtain it have belabored the long suffering echoes of American committee rooms and public halls for a generation and we were no nearer selling a bale of cloth or a keg of nails in South America than when we started.

It is due to Secretary Redfield to state that he is the first man in any President's cabinet who has ever made it possible for the North American business man to deal with the South American business man, intelligently, informatively, satisfactorily.

Having said so much that ought to be satisfactory to the present administration, we are bound to add something more that may not be so palatable. We are informed that the Government does not pay these special agents what they can obtain in private life. Furthermore and worse still, we have been informed, though not by them, that the amount allowed them for expenses is actually less than the lowest figures at which they can keep their expense account while they are traveling abroad.

Travel in South America is notoriously expensive and, furthermore, the representatives of a great government like ours cannot walk barefoot through a foreign country with a pedler's pack upon his back like another wandering Jew, seeking for information. They owe something to the dignity of their office. But as the thing stands, if they want to maintain this dignity they must pay for it themselves. In other words as the thing has actually worked out these special representatives—loyal, patriotic, broad-visioned commercial missionaries that they are—have had to actually pay for the privilege of going to South America and digging up for the rest of us information, advice and assistance that is absolutely invaluable.

As a result many of these special representatives are considering returning to private gain instead of dedicating their lives and talents to the public gain to the consequent wounding not only of the Department of Commerce in a most vulnerable spot but to the great loss, cost and damage of all American business.

We are woefully behind our European neighbors in many things here in the United States beside our military and naval establishment, which has long been the laughing stock of the world outside of China. Some of our pacific friends (with a small p) say we do not need to be a great military power. Very well. Do we need to be a great commercial power either? Or do we prefer to be utterly contemptible as both?

Yankees, Hold Up Your Heads!

WE are glad to be able to say to our friends, wherever dispersed, that things are in good shape in New England in this golden month of September in the year of our Lord 1915. In spite of a long, cold, wet summer, and strikes and rumors of strikes—particularly the latter—thicker than leaves in Vallombrosa's vale, the last third of this war-stricken year finds New England better off financially and every other way than she has been in four years.

We have escaped any great decimating plague, our crops in spite of the rain are in good condition, our war orders came in the nick of time to prevent a panic and our people are generally employed at larger wages than they ever received before in their lives.

It is quite the thing for our western friends to "exalt their horn," as the Good Book says. That is probably Scriptural language for "Be a Booster," and they have all taken the 33rd degree in that fraternity west of the Mississippi. It's a mighty fine spirit, too, and we wish sometimes that we had more of it right here at home. Remember this: Where they have one thing in the Western country to rejoice over, we have a thousand. We don't envy them their heritage on the plains of Kansas, in the awe-inspiring Rockies, where flows the Oregon, or on the sunkissed shores of the Californias. We sometimes wonder if deep down in their hearts they don't envy us our goodly heritage in this section of the country which is generally prosperous and never more so than now—little old New England.

Whether they do or not, let all of us Yankees, whether we were born in France, Armenia, England or Australia, hold up our heads and give one long, loud cheer for our end of the United States.

What's the matter with New England? She's all right! Who's all right? New England!

Worcester Chamber of Commerce
Worcester, Massachusetts, U.S.A.

"IN THE HEART OF THE COMMONWEALTH"

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Vice President, Chandler Bullock
General Secretary, Herbert N. Davison
Treasurer, H. Ward Bates
Auditor, Frank B. Messinger
Clerk, Dana M. Dustan

Directors

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Curtis R. Blanchard
John E. Bradley
Chandler Bullock
Moses Gross
J. Harvey Curtis
C. Herbert DeFosse
Edward F. Fletcher
J. Lewis Ellsworth
Richard J. Healey
Albert H. Inman
Wallace T. Morley
Charles H. Norton
Robert W. Rollins
Walter D. Ross
William H. Sawyer
Mark N. Skerrett
Albert A. Spaulding
George W. Ward
William J. Woods

Executive Committee

Walter H. Allen, *Chairman Traffic Bureau*
John E. Bradley, *Chairman Industrial Bureau*
Albert H. Inman, *Chairman Mercantile Bureau*
William H. Sawyer, *Chairman Bureau of Civic Affairs*
J. Lewis Ellsworth, *Ex-officio*
Chandler Bullock, *Ex-officio*
Herbert N. Davison, *Ex-officio*

Advertising Manager Worcester Magazine and Assistant Secretary
Herbert L. Fiske

Worcester Magazine Committee
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Edward F. Fletcher
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Clarence W. Hobbs
Herbert A. Maynard
Charles H. Norton
George T. Richardson

The Traffic Bureau

Traffic Manager
Joseph H. Lane

Assistant Manager
Henry A. Rousseau

The Bureau of Mercantile Affairs
William J. Conlon, *Secretary*

Current Events

General

August 3. Massachusetts Undertakers' Association have annual convention at Hotel Bancroft.

5. Annual outing of Worcester County Milk Dealers' at Fair Grounds attended by 200 farmers.

11. City and Town Clerks' Association of Worcester County have 24th annual convention at City Hall and reelect Walter A. Davis, of Fitchburg, president.

12. Appointment of John T. Sheehan as superintendent of Washington Square postoffice approved by Postoffice Department.

15. Twenty thousand Worcester county Catholics make annual pilgrimage to shrine of Our Lady of Lourdes at Leicester.

25. Doctors and lawyers in annual ball game net $600 for Clean Milk Stations fund.

City Affairs

August 4. Over two inches of rain fall in Worcester in 24 hours, one of heaviest downpours in history of city.

5. License Board orders three owners of wooden buildings erected within fire limits without permits to tear structures down.

Mayor Wright and other city officials review 2nd Squadron 2d U. S. Cavalry en route through Worcester to Fort Ethan Allen.

6. Mayor's clerk Charles H. Benchley completes 23 years' continuous service in position.

14. Annual outing of Worcester County Republican Club and City Committee at Edgemere attended by over 100. Senator Henry Cabot Lodge and Congressman J. Hampden Moore principal speakers.

20. Atty Alexander B. Campbell, President of Common Council, announces candidacy for republican nomination for alderman in Ward 10.

26. Quarterly meeting of Massachusetts Highway Association brings 350 road builders to Worcester.

Industrial

August 2. Worcester Brush & Scraper Co. incorporated under laws of Massachusetts with capitalization of $25,000.

5. Building operations for July total $703,329 against $671,749 in the same month of 1914.

18. Contract for $50,000 addition to plant of Graton & Knight Mfg. Co. awarded to F. W. Marks.

23. E. D. Ward awarded contract to build new $30,000 two-storied business block at Front and Bridge streets for Taylor estate.

24. Park Trust Co. approve plans for installation of vault with 1600 safe deposit boxes.

E. J. Cross & Co. begins construction of addition to Norton Company to house eight new kilns.

Necrology

August 5. At his home in Providence, Holly Gardner, widely known conductor on Providence & Worcester Railroad, aged 71 years, 11 months and 5 days.

10. At his home, 72 Russell street, Charles W. Hibbard, retired proprietor of Worcester and North Brookfield express, aged 78 years.

13. At City Hospital, Patrick J. Prendiville, First Lieutenant G Co., 9th Regiment, M. N. G., and 25 years a member of militia, aged 42 years, 1 month and 7 days.

16. At his home, 30 Grove street, John S. Mannix, widely known lunch cart proprietor, aged 40 years.

30. Of spinal meningitis, at his home, 48 Kenwood avenue, Hiram E. Barnard, president and treasurer of Barnard Bros. Co., aged 62 years.

J. V. Critchley Disposes of Plant

James Verner Critchley, who does business as the Critchley Machine Screw Co., with plants in Grand-street court and at 108 Gold street, where it is known as the Reed & Curtis department, and who is the largest individual manufacturer of special machine screws in the world, has sold all his interests in the real and personal property in use and temporarily retired from these activities.

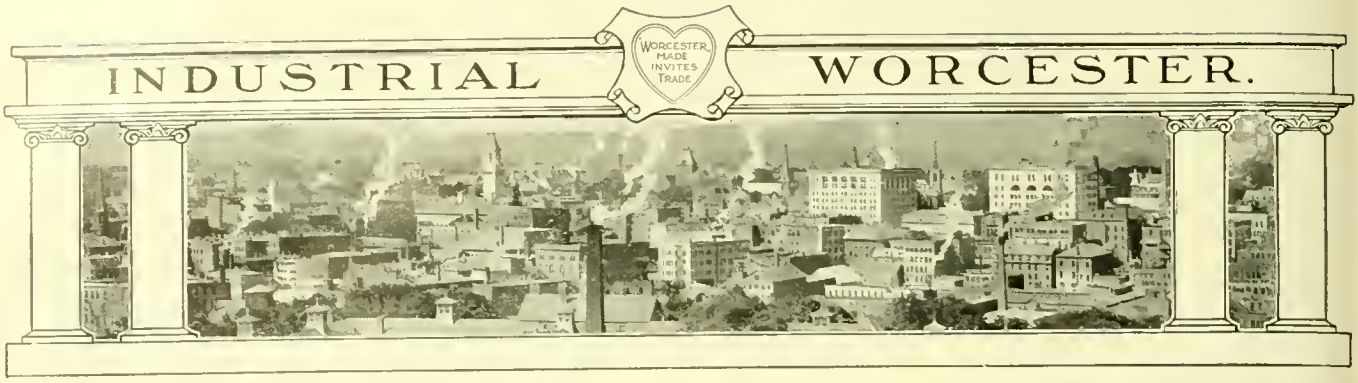
Everything was taken over by the R. B. Phillips Manufacturing Co., a new corporation organized under the laws of Massachusetts with a capital stock of $600,000, which is already in possession of the two plants and which will enlarge the Grand-street court factory by the addition of at least two stories, work on which has started.

The factory will be equipped with $300,000 worth of special machinery as quickly as possible, and the company will engage in the manufacture of war munitions for the allies.

The deal, which is the largest in the industrial line in Worcester since the organization of the Reed-Prentice Co., three years ago, means a $1,000,000 business for Worcester and the employment of at least 100 additional skilled machinists of the highest type of trained operatives.

Mr. Critchley has been doing a business of $500,000 annually with a payroll of $150,000 a year, employing 150 hands, at the Grand-street court factory, and 75 at the Gold-street plant. The new owner plans to increase this by 50 per cent., which will represent the beginning of one of Worcester's most important industries that is bound to grow, whether the European war continues or not. The machine screw end will be continued in any event.

The president, treasurer and general manager of the new company, R. B. Phillips, Brookline, is treasurer of the American Steam Gauge & Valve Manufacturing Co., Boston, who has received a $1,000,000 war order for steel fuses, making $2,500,000 in contracts for the allies that he has received since the outbreak of the war.



New Office Building for Wright Wire Co.

Wright Wire Co. is to build a four-story brick office building as an extension of its mammoth plant on Hammond street, already covering nearly seven acres of floor space. The extension will cost more than $25,000 and is expected to be ready for occupancy the latter part of October.

The contract has been awarded Edward D. Ward, building contractor, 82 Foster street, and he plans to start work not later than the first week in August.

The building will adjoin the present office building, the entrance to which is at 69 Hammond street, and will fill every inch of the vacant space on that side of the street, as far as the Boston & Albany division railroad. The entrance at 69 is to be abandoned, as far as public use is concerned.

The new building will have a marble entrance of exceptionally artistic architecture, which will be at the end nearest the Hammond-street bridge. It will have a marquee top.

The structure will have a frontage of about 208 feet on Hammond street, and will run to a depth of 40 feet. It will set on concrete foundations, and the brick exterior will conform to the same style and appearance as the present office building. There will be a flat, tar and gravel roof. The entrance end of the building will rise a little above the rest, and at the top will appear the figures 1915.

The old and the new office buildings will be connected by a wide corridor extending the length of the two. The basement will be used for manufacturing, and at the end of it, where it adjoins the present office building there will be driveways to reach the other buildings in the rear. One driveway will be for incoming freight and one for outgoing.

The first two floors will be devoted to offices for the administrative heads, including a suite for the president and general manager, Mayor George M. Wright. The main office will be on the first floor, where a telephone switchboard will be located.

The entrance to this will be reached by granite steps through a marble corridor, marble wainscotting and stairs of the same.

The draftingroom will be located on the second floor. The upper story will be used for manufacturing and storage purposes.

Some departments that are now using the office building will be transferred to the new when finished while others will be enlarged and remain.

The vaults in the present building are to be removed to the new part and placed in a brick enclosure in the rear on the first two floors which will occupy a space 18 feet by 20 and will be fireproof.

Profit Sharing Plan for Spencer Wire Co.

The following official announcement to its 600 employees of the adoption of a profit sharing plan was made last month by the directors of the Spencer Wire Co. of this city, of which Harry W. Goddard of the Chamber Transportation Committee is president:

"The directors of this company, realizing and appreciating the [illegible] and fortitude [illegible] its employes, many of them [illegible] over a long period of years, have voted to inaugurate a system of profit sharing in the form of a wage dividend. A trial will be made for one year—from July 1, 1915, to July 1, 1916—and the results will determine its continuance for a further period.

"The success or failure of the plan, therefore, is to a great extent in your hands. Our object is several fold: The company desires to interest you in its financial result, and is willing to share its profits. It hopes in return that the profits will be increased by the employes taking a personal interest in the continued success of the business, leading them to exercise the greatest possible care to prevent bad work and waste of time and material. Also to encourage increased production and suggestions for improvements of any nature. It seeks to avoid frequent changes, for an experienced employe is of more value than a beginner.

"One of our employes has been with us 58 years, and a number of them over 50 years. We want all to stay with us steadily, rather than change occasionally or frequently, for you can do as well here as anywhere. You can help by encouraging your fellow workman to stick to his position and assist in securing desirable fellow workmen. You can assist by seeing that others do not carelessly waste or destroy our property, and look out for small savings which, in themselves, do not amount to much, but in the aggregate are very important.

"Profit sharers shall be those on the company's payroll July 1, 1915, who remain continuously in our employ during the 12 months next ensuing, and whose services shall be satisfactory in the company.

"Any on the profit sharers' list who may be discharged, or who may leave our employ, or who shall be deemed unsatisfactory, during the 12 months' period, will forfeit all claim to share in the division of profits that year. The amount thus forfeited will not be saved to the company, however, but will be carried to a benefit fund, out of which the directors of the company may grant assistance to aged or disabled employes.

"Whether absence from work, resulting from sickness or disability, shall be deemed a break in the continuity of employment, shall be decided in each case at the company's discretion, but in no case shall a dividend be paid on wages not actually earned. The company reserves the right, at its discretion, to remove any unsatisfactory employee from the profit sharers' list or from its employment.

"In accordance with this plan, as soon as practicable after July 1, 1916, profit sharers will be paid a wage dividend on the actual year's wages received, reckoned at the same rate per cent. as the shareholders of the company receive in cash dividends on their stock. The expected cash dividend to be paid the stockholders of the company during this period is 6 per cent.; but, if by your efforts and the successful conduct of the business, the earnings of the company should warrant a larger dividend to the stockholders, the same increased rate of dividend shall be paid on your wages.

"In the event of the death of an employe whose name is upon the profit sharers' list, the company, at its discretion, may pay to the husband, wife, children, next of kin or personal representative of the deceased, a wage dividend upon his wages earned.

"Any question which may arise in the working of this system shall be subject to the interpretation of the directors of the company, whose decision shall be final.

"It is made for one year only, but if it proves satisfactory, may be renewed or amended from year to year by vote of the directors of the company.

"H. W. Goddard, E. B. Dunn and G. M. Thompson, directors."

CONCRETE
MILL *and* FACTORY FLOORS

WEAR PROOF

SANITARY

MINIMUM FOR MAINTENANCE

THE
GEORGE W. CARR COMPANY

(H. C. WILSON)

518 MAIN ST., WORCESTER

THE
NORWALK
HIGH PRESSURE
TUBE

has won the Highest Award Open to Competition—The Stamp of Approval from Satisfied Users

In the last four months we have sold 1,500 Norwalk Tubes, and to date there has been not a single complaint. These tubes have been run on every make of car from a Ford to the heaviest truck made, and in every case has been declared the finest tube to be found. The Norwalk Tube has our heartiest recommendation.

TRY JUST ONE

WEED CHAINS, STEWART HORNS
COLUMBIA BATTERIES
PREST-O-LITES, GREASES, OILS

ALWAYS THE BEST

ALSTEN & GOULDING CO.,
36 Foster St., cor. Waldo
Worcester, Mass.

The Company has been for seventy years, and is today, the leading exponent of the true principles of Pure Mutuality. The contracts issued embody every desirable feature known to modern life insurance.

Remember! No stockholders to make a profit on your insurance. The policy holders are the Company.

January 1, 1915

Assets,	$46,516,911.22
Liabilities,	43,315,986.56
Surplus,	$3,200,924.66
Insurance in force,	$179,895,636

Barrett & Snow
General Agents

306-7-8-9-10 State Mutual Bldg.

STATE MUTUAL LIFE ASSURANCE CO
OF WORCESTER
MASSACHUSETTS
IN THE HEART OF THE COMMONWEALTH
INCORPORATED 1844

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication. Worcester, City of Prosperity, invites your trade

Incorporated 1868

Worcester Trust Company

Capital, $1,000,000
Surplus and Profits, $550,000
Total Resources, $11,000,000

Transacts a General Banking business and authorized to act as Executor, Administrator, Guardian and Trustee.

Issues Letters of Credit, Foreign Exchange and Travelers' Checks.

Main Office,—342-344 MAIN STREET, STATE MUTUAL BUILDING
City Hall Branch,—12 FRANKLIN STREET, WORCESTER TRUST BUILDING
Lincoln Square Branch,—11 MAIN STREET

Worcester National Bank

11 FOSTER STREET

AMPLE CREDIT and COLLECTION FACILITIES
WOMEN'S DEPARTMENT FOREIGN EXCHANGE
SAFE DEPOSIT BOXES

JOHN E. WHITE, President S. D. SPURR, Cashier
F. M. HEDDEN, Assistant Cashier

You will benefit [illegible] that [illegible] saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

People's Savings Bank

450 Main Street ∴ Worcester, Mass.

A Regular Savings Bank
Under strict laws of this Commonwealth

Deposits are received every Saturday Evening from 6 to 8 o'clock
In addition to usual hours

Banking by mail will receive prompt attention

CHARLES M. BENT, President
FREDERICK W. WHITE, Treasurer
GEORGE E. RYAN, Assistant Treasurer

The Heywood Golf Shoe

FOR SALE AT OUR RETAIL STORE
415 MAIN STREET

FINE DURABLE LEATHER, WITH STUDDED WATERPROOF SOLE AND HEEL AS ILLUSTRATED

ISAAK WALTON says: "Keep Busy--Either Pull, Bail or Cut Bait".

GOOD PRINTING has a Strong Pull.

The Davis Press, Inc.

25 Foster Street, Worcester

Telephone Park 537

Hotel Powhatan

WASHINGTON, D. C.

Penn Avenue, 18th and H. Streets, N. W.

Overlooking the White House Grounds. One Square from the State, War and Navy Departments. New and Absolutely Fireproof.
Refined Appointments, Excellent Cuisine.

EUROPEAN PLAN

Rooms, detached bath, - - $1.50, $2.00 up
Rooms, private bath - - $2.50, $3.00 up

Write for Souvenir Booklet with Map

E. C. OWEN, Manager

VERITAS — NEAD — CERTIFIED PUBLIC ACCOUNTANTS — PRODUCTION ENGINEERS

New England Audit Company

Incorporated under Laws of Massachusetts

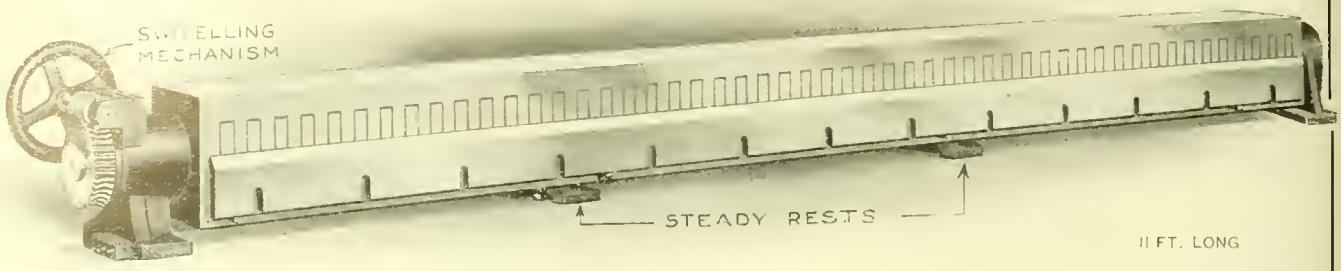
Certified Public Accountants
Auditors, Industrial Engineers, Systematizers

FREDERICK J. HILLMAN, C.P.A. — Pres. and Gen. Mgr.
CHARLES O. WALKER, C.P.A. — Mgr. Audit Dept.
FRANK B. MESSINGER, C.P.A. — Mgr. Boston Office
WALTER M. CURTIS, S.B. — Mgr. Engineering Dept.

WORCESTER OFFICE
633 State Mutual Bldg. FRANK B. MESSINGER, C.P.A., Local Mgr.

SPRINGFIELD WORCESTER BOSTON

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade



THE PRODUCT OF EXPERIENCE—THE OLD RELIABLE WALKER MAGNETIC CHUCKS
FULLY GUARANTEED, ALL SIZES

O. S. WALKER & COMPANY, Worcester, Mass.

Worcester Machine Screw Company
Standard Screw Company Successor
Set Cap and Machine Screws and Special Parts
Worcester, Mass.

MANUFACTURERS OF ALL KINDS OF

Drive Chains and Sprockets

For Commercial Cars

We make a specialty of keeping in stock chains and sprockets for all kinds of standard commercial cars.

Chain Drives for Machinery

We are prepared to advise and quote on desirable chains and sprockets suitable for machine drives.

Baldwin Chain & Mfg. Co.
Worcester, Mass.

WIRE—SPRINGS
AND
WIRE SPECIALTIES

MORGAN SPRING CO.
WORCESTER, MASS.

R. L. GOLBERT
Pres. and Treas.

A. B. TAYLOR
Vice-Pres. and Supt.

L. A. WHEELER
Secretary

Golbert Last Co.

54 Commercial Street
WORCESTER, MASS.

Boston Office
28 Lincoln Street

You will benefit the [illegible] aw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication Worcester, City of Prosperity, invites your trade

Jackson Street Foundry

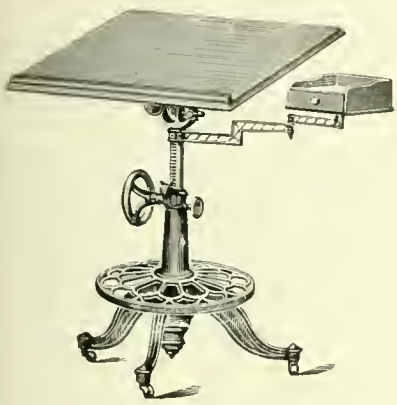
Light and Heavy

IRON CASTINGS

J. A. COLVIN, Proprietor

52 Jackson St. Worcester, Mass.

Do you want the Best



Drawing Table?

If so send for illustrated catalogue and prices.

R. E. KIDDER

13 Hermon Street - Worcester, Mass.

Get Ready For More Business!

Every indication points to a tremendous volume of business during the Fall and Winter. Prosperity will be largely a matter of activity.

We will help as much as you will permit, through our modern printing service, to secure your share. Letterheads, envelopes, folders, etc., for direct advertising will be needed in quantities. Our facilities for their production are the best. We will give you prompt, intelligent service quality work at fair prices.

Right now we are at the other end of your phone —call us! PARK 380

BELISLE PRINTING & PUBLISHING CO.

112 FRONT STREET WORCESTER

ESTABLISHED 1820 PIONEER WIRE INDUSTRY OF AMERICA

WIRE ROPE OF ALL KINDS

ELEVATOR
TRANSMISSION
TILLER GUY
HOISTING
HAULAGE, ETC.

SPENCER

IRON AND STEEL WIRE AND SPECIALTIES

CLOCK SPRINGS AND HIGH SPEED STEEL

SPENCER WIRE COMPANY WORCESTER, MASS.

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE — ourself, the advertiser and the publication

Worcester, City of Prosperity, invites your trade

WORCESTER MAGAZINE ADVERTIZERS

Alsten & Goulding vii
American Car Sprinkler Co ..... Inside back cover
Baldwin Chain & Mfg. Co x
Belisle Printing & Publishing Co xi
Blake, Geo. F., Jr., & Co iv
Bradley Car Co., Osgood ii
Burroughs Adding Machine Co ..... Inside back cover
Carlton Engraving Co vi
Carr Co., Geo. W vii
Commonwealth Press vi
Crompton & Knowles ii
Davis Press ix
Golbert Last Co x
Graton & Knight Mfg. Co i
Hammond Reed Co v
Harrington & Richardson ..... Inside front cover
Heald Machine Co iv
Heywood Boot & Shoe Co ix
Hobbs Mfg. Co iv
Holmes Electro Foundry vi
Hotel Powhatan ix
Howard-Wesson Co vi
Jackson St. Foundry xi
Kidder, R. E xi
Luce, E. B ..... Inside back cover
Matthews Mfg. Co ..... Inside back cover
Morgan Construction Co iii
Morgan Spring Co x
N. E. Audit Co ix
People's Savings Bank ix
Pratt & Inman v
Reed-Prentice Co i
Spencer Wire Co xi
Standard Foundry Co xii
State Mutual Life Assurance Co vii
Walker, O. S. & Co x
Williams & Bridges xii
Winslow Skate Mfg. Co ..... Inside front cover
Wire Goods Co ..... Inside front cover
Worcester Business Institute ..... Inside back cover
Worcester County Medical Institute Co xii
Worcester Machine Screw Co x
Worcester National Bank viii
Worcester Trust Co viii
Wright Wire Co iii
Wyman & Gordon ..... Inside front cover

The Worcester Magazine

offers to the advertiser, at the minumum cost, the opportunity of introducing his goods in the trading centers throughout the world.

Let us tell you more about it.

Standard Foundry Co.

IRON FOUNDERS

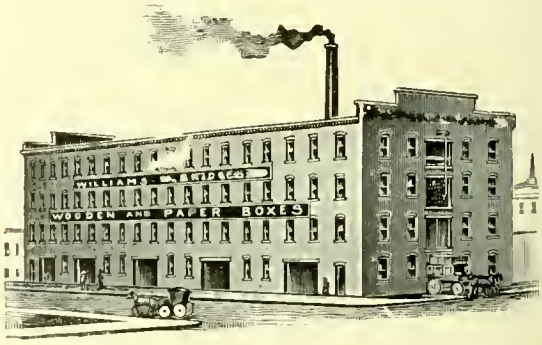
Special attention given to the Manufacture of High Grade

Machinery Castings

TAINTER AND GARDNER STREETS
WORCESTER, MASS.

Made in Worcester.

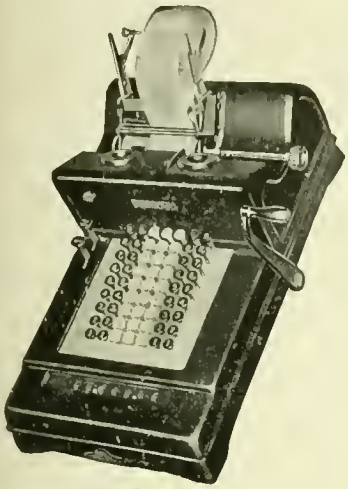
EVERY VARIETY
OF WOODEN AND PAPER
ALSO CLOTH COVERED BOXES



B O X E S

One of the Most Complete Plants in Massachusetts
WILLIAMS & BRIDGES CO.
Manufacturers
72-86 Central St., Worcester, Mass.
Made in Worcester.

You will benefit by mentioning that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade



Style 310

Burroughs Visible Desk Machine
$175.00, Direct from factory

WHY A BURROUGHS?

Because in its field it has no equal at any price.

BURROUGHS ADDING MACHINE CO.

Builders of
Adding, Listing, Bookkeeping and Calculating Machines.

830 Slater Building
Worcester, Mass.

WHEN YOU NEED OFFICE HELP

Call upon our Employment Department and we will place you in touch with office assistants that are carefully trained and fully competent to fill the position

You will, in this way, secure the right kind of help without any inconvenience or delay, as we never recommend a student unless we are sure of the requirements of the position.

Experienced and inexperienced office help furnished without charge to either employer or employee.

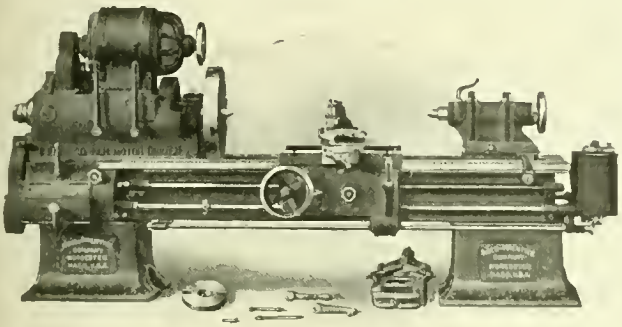
C. B POST, Proprietor

Worcester Business Institute

Telephone 5218

476 Main Street :: opposite City Hall

A photograph will aid your salesman, if the goods are too heavy to carry



E. B. LUCE

EXPERT PHOTOGRAPHER OF MACHINERY
WALKER BUILDING
TELEPHONE

SHEET STEEL STAMPINGS

We make a specialty of sheet metal stampings and

Deep Drawn Work

finished in Nickel, Brass and Copper.

LET US ESTIMATE ON YOUR WORK.

Case-hardening to meet particular requirements.

MATTHEWS MFG. CO.

Worcester, Mass.

TO LAY THE DUST

AMERICAN CAR SPRINKLER CO.

WORCESTER, MASS., U. S. A.

An ideal home using BROWNELL'S SPECIFIC for the speedy and permanent cure of Alcoholism and Drug Diseases. Patients usually return to their homes and business in from 24 to 48 hours.

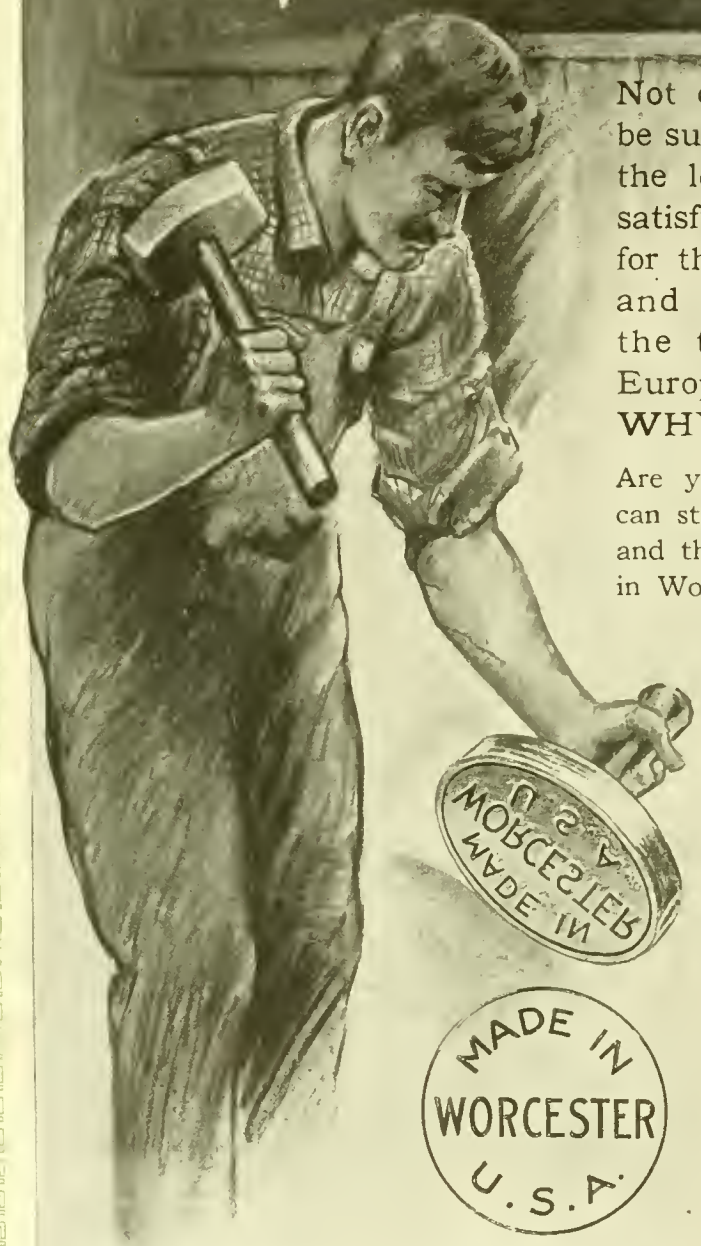
Under the Brownell method the drug addictee is permanently delivered without the physical suffering accompanying other treatments.

"*The Conquest of Alcohol and Opium*" sent on application. It's good reading.

Worcester County Medical Institute Co.

15 Oread Street, Worcester, Mass.

Do You want Export business?



Not only must the usual Home Trade be supplied but the one chance to retrieve the loss of our European Market is to satisfy right here the tremendous demand for the goods we have always imported, and to make for the Foreign Trade the things they have been buying in Europe. WHO IS GOING TO DO IT? WHY NOT YOU?

Are you making the class of goods that you can stand back of—that will win you re-orders and that will be a credit to the stamp "Made in Worcester, U. S. A."?

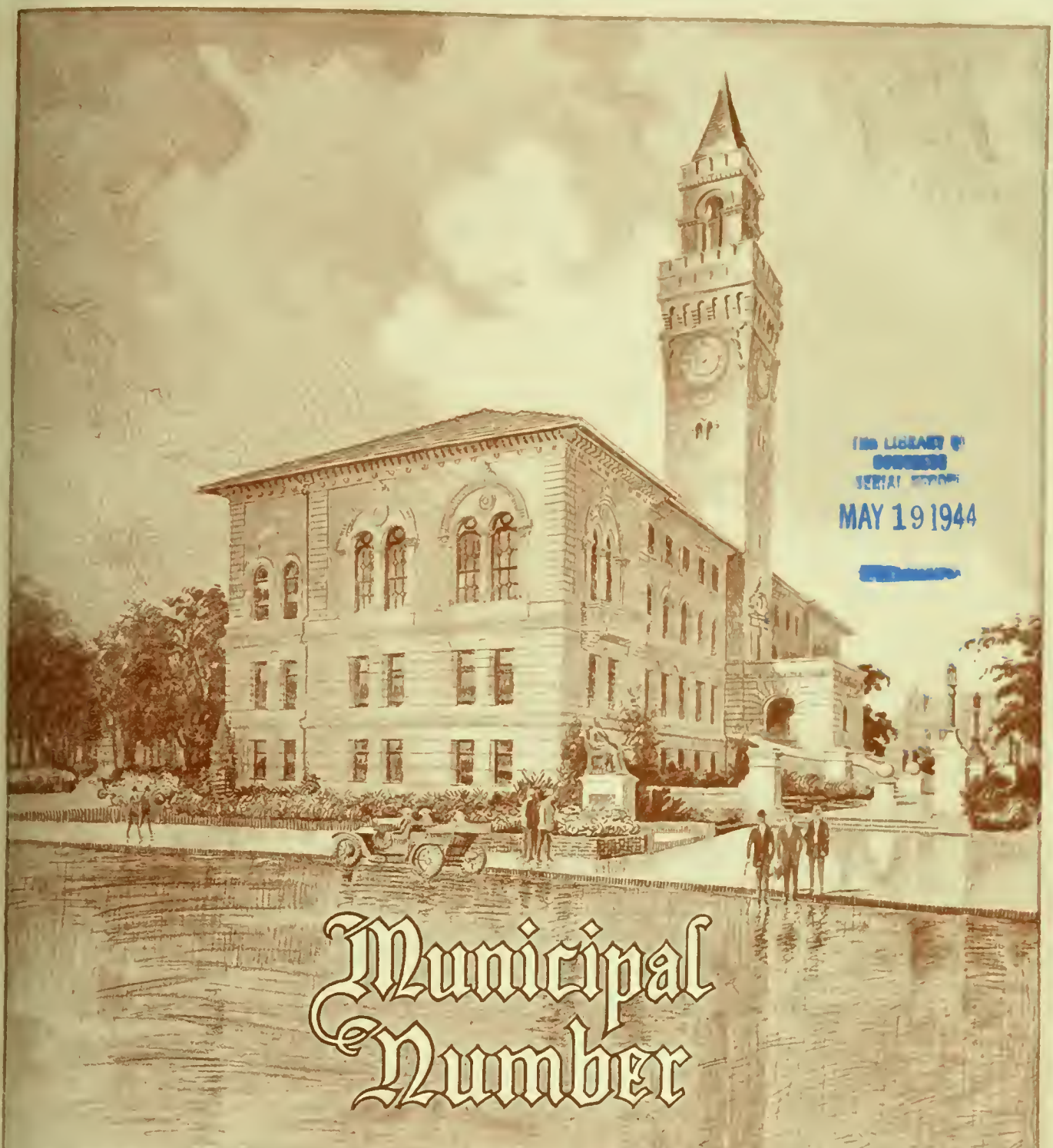
Do you know who needs your goods and how to go after this foreign trade? Do you know trade conditions, trade routes, rates of shipment, cost of exportation, how to pack your goods to meet the peculiar conditions, and the hundred and one other necessary bits of information?

The Foreign Trade Committee of the Worcester Chamber of Commerce has been for some time, and is now, working with the Department of Commerce of the United States, studying the situation as it applies to every one of you. They can give you all this information—specific and reliable—right here in your own city.

The National City Bank of New York is back of you too. Its chain of banks in South America is established and ready to furnish credit reports and market information that your financial safety may be guarded.

Everything possible has been done for you—it only remains for you to take advantage of the opportunity. ONCE THIS TRADE IS YOURS IT NEED NEVER GO BACK. Write the Committee on Foreign Trade, or call on the

WORCESTER CHAMBER OF COMMERCE



THE LIBRARY OF
CONGRESS
SERIAL RECORD
MAY 19 1944

Municipal Number

The Worcester Magazine

Illustrated

• October 1915 •

Published by
Worcester Chamber of Commerce
Worcester, Mass.

$1.50 per year

15 cents per copy

The Samuel Winslow Skate Mfg. Co.

Worcester, Mass., U. S. A.

Makers of

WINSLOW'S Skates

THE BEST ICE AND ROLLER SKATES

THE BEST AND MOST WIDELY KNOWN SKATES IN AMERICA. THE BEST AND MOST WIDELY KNOWN SKATES THE WORLD OVER

STOCKS CARRIED IN

WORCESTER, NEW YORK, LONDON, BERLIN, PARIS, SYDNEY, BRISBANE, AUSTRALIA, DUNEDIN, AUCKLAND, WELLINGTON, NEW ZEALAND

A New Small Bore Shotgun

Particularly adapted for taxidermists and collectors, also an ideal gun for ladies and boys. The new .410 Shell and the popular .44 Caliber Cartridge are among the loads handled by this model.

H&R ARMS Co

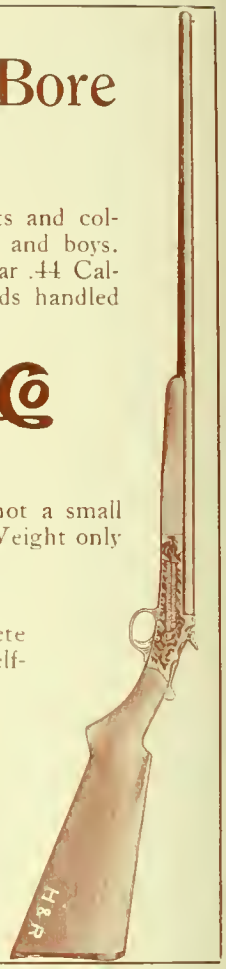
MODEL 1915

A small bore gun throughout, not a small bore gun on a 12 guage frame. Weight only 4 to 4¾ lbs.

Write for a Catalog of our complete line of Revolvers, Shotguns and Self-Loading Pistols.

HARRINGTON & RICHARDSON ARMS COMPANY

WORCESTER, MASS. U. S. A



DROP FORGINGS

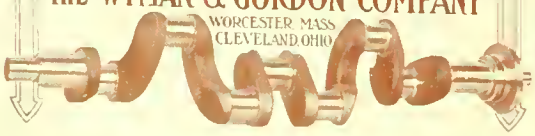
Gears, Axles, Crank Shafts Steering Knuckles and other parts where strength and reliability are required are best Drop Forged and toughened by our heat treatment

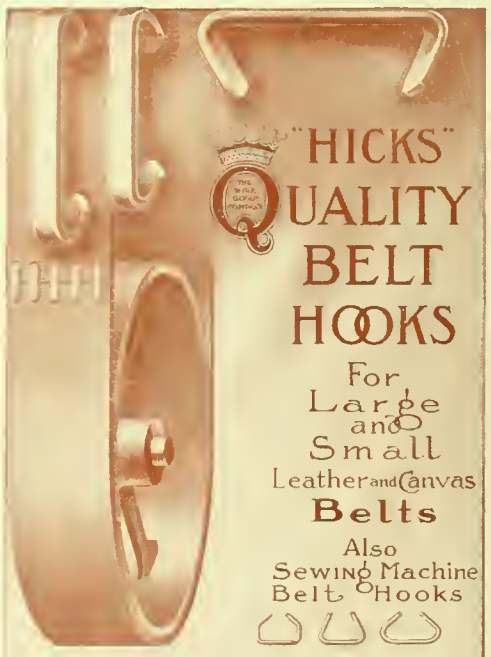
We use the best steels, specified, analyzed and approved by our own Physical and Chemical Laboratories, thereby assuring a uniform product

Send Blue Prints for Estimate and Engineering Advice

THE WYMAN & GORDON COMPANY

WORCESTER MASS
CLEVELAND OHIO





"HICKS" QUALITY BELT HOOKS

For Large and Small Leather and Canvas Belts

Also Sewing Machine Belt Hooks

Send for Samples and Prices

"EVERYTHING IN WIRE"

THE WIRE GOODS COMPANY

Worcester, Massachusetts, U.S.A.

THE BANCROFT

WORCESTER, MASS.

New England's Latest and Last Word in Hotels

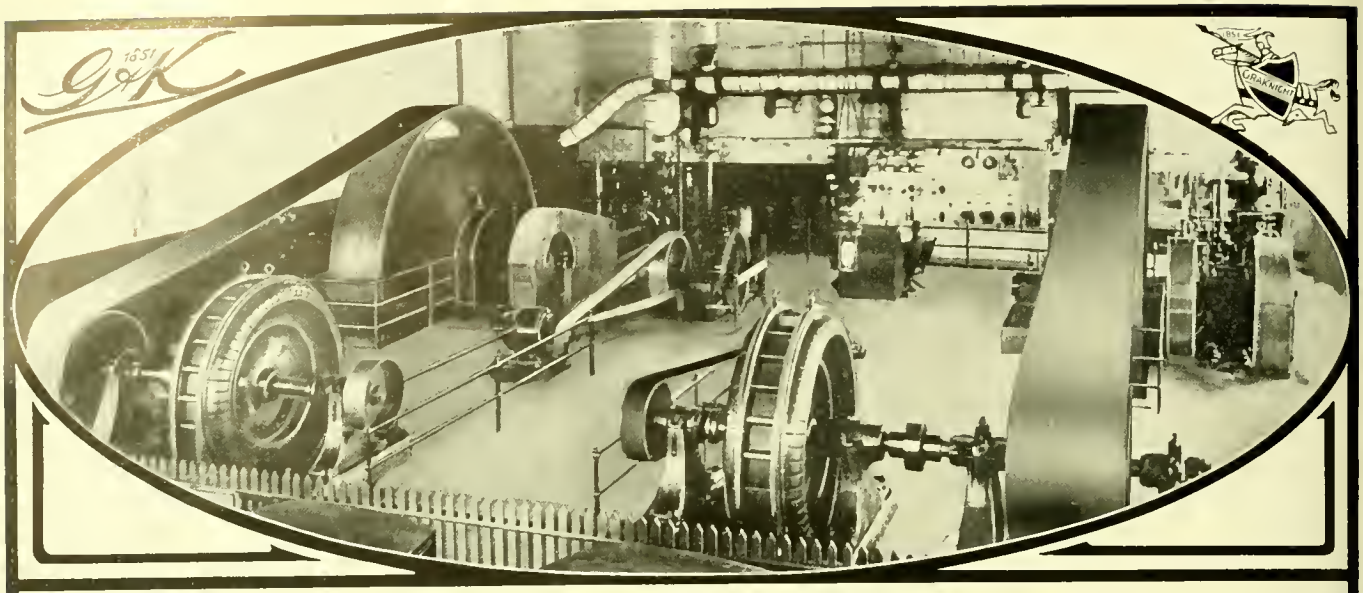
HEADQUARTERS FOR THE

INTERNATIONAL ROAD CONGRESS

DECEMBER 14-15-16-17, 1915

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication

Worcester, City of Prosperity, invites your trade



ECONOMY IN POWER TRANSMISSION

Interests every manufacturer to-day as never before. The following letter is evidence of what degree of economy can be realized from the use of G & K Belting.

HUNTINGTON, IND., April 10th, 1914.

. . . . . the two 36″ 3-ply GraKnight Belts installed October, 1904, and May, 1906, have done more than their duty, having transmitted 600 Horse Power with an overload of from 25 to 30%. These belts are connected with two Hamilton-Corliss Engines, operating most of the time twenty-four hours per day. We cannot recommend these GraKnight Belts too highly.

HUNTINGTON LIGHT & FUEL CO., Frank D. Townsend, Supt.

Both belts are to-day in excellent condition, transmitting the same amount of H. P. and giving the same degree of satisfaction, as heretofore.

Remember—there is a G & K belt for every drive, and its use means "Economy in Power Transmission." May we serve you?

THE GRATON & KNIGHT MFG. CO., Worcester, Mass., U. S. A.

OAK LEATHER TANNERS AND BELT MAKERS

Branches in Principal Cities

Morgan Construction Co.

Have Built for Rolling Steel Products

76 PLANTS

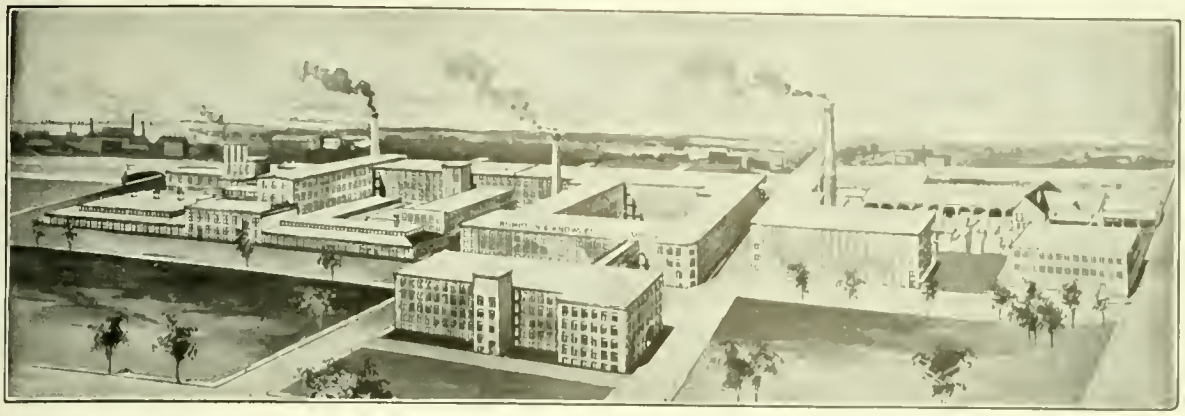
62 in United States

5 in Canada	1 in Austria
2 in England	1 in Belgium
1 in France	4 in Germany

MORGAN CONSTRUCTION CO. M C Co WORCESTER, MASS.

[illegible] that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication Worcester, City of Prosperity, invites your trade

A LOOM FOR EVERY FABRIC



WORCESTER PLANT

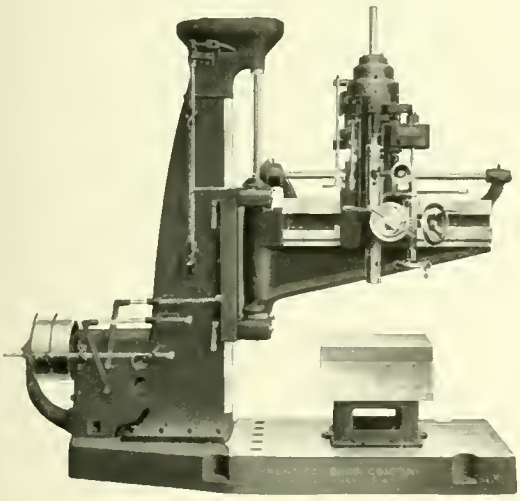
Everything that may be woven by power—practically every kind of fabric used by civilized beings—is produced on looms built in these works.

Woolens and worsteds, silks, velvets, ribbons, cotton goods of every description, carpets and rugs, mattings and hammocks, belting and webbing, furnish an idea of the great variety of our weaving machinery.

In addition are dobbies, jacquards and supplies built in all of the different plants.

CROMPTON & KNOWLES LOOM WORKS,

WORCESTER, PROVIDENCE AND PHILADELPHIA



The Throw of a Single Lever

attached to the patented Combined Feed Clutch and Spindle Quick-Return mechanism, enables the operator to—either raise or lower the spindle—operate the lever feed—and to engage or disengage the power feed—

This and many other time-saving features are contained in the latest

PRENTICE ALL-GEARED MOTOR DRIVE BALL BEARING DRILLING MACHINE

A rigidly constructed machine tool that is capable of furnishing a powerful torque for heavy work and high speeds for light work.

Special Spindle Counterweight Safety Device eliminates the possibility of accidental dropping of weight.

Feed mechanism can be locked securely by a simple latch pin without interfering with spindle quick return movement.

The "Prentice" consumes only about half of the power required for the same work by ordinary drilling machines.

Write for newest catalogue

REED-PRENTICE COMPANY

WORCESTER, MASS., U. S. A.

Selling Agents:

Manning, Maxwell & Moore, Inc., 119 West 40th Street, New York City

Philadelphia, San Francisco, Chicago, Cleveland, Mexico City, Boston, Detroit, St. Louis, Milwaukee, Buffalo, Yokohama, Japan, Pittsburgh

Foreign Agents: Fenwick Freres & Co., Paris, France; Charles Churchill & Co. Ltd., London, England; Van Rietschoten Houwens, Rotterdam, Holland; Moscow Machine Tool & Engine Co., Moscow, Russia; F. G. Kretschmer & Co., Frankfurt a M., Germany; Buck & Hickman, London, England; Selson Engineering Co. Ltd., London, England; Alfred Herbert, Ltd., Coventry, England; Schuchardt & Schutte, London, Berlin, Vienna, St. Petersburg, Budapest, Stockholm and Copenhagen; The Allied Machinery Co. of America, Brussels, Paris, Turin and Zurich; H. W. Petrie, Ltd., Toronto and Montreal, Canada.

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Worcester, City of Prosperity, invites your trade

George F. Blake, Jr. & Company

STEEL

Below are a few of the grades we stock:

Bessemer and Open Hearth Bars

Crucible	C. R. Screw Steel
Center	Turned & Polished Shafting
Special Threading	Regular Grade Tool Steel
Drill Rods	Ark & Rex High Speed
Spring Steel	Blue Annealed Sheet

Agents for WM. JESSOP & SONS
High Grade Tool Steel

IRON

Best Refined	H. & P. Iron
Screw	Norway

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THE WORCESTER MAGAZINE

VOL. XVIII — OCTOBER, 1915 — No. 10

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1829

In addition to regular machinery steel we have in store three higher grades

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LEAD SCREW STEEL
VIKING CRUCIBLE STEEL

If you are having trouble with any parts of your machines or want a better wearing steel, some one of these grades will undoubtedly suit you.
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Paper Box Machinery

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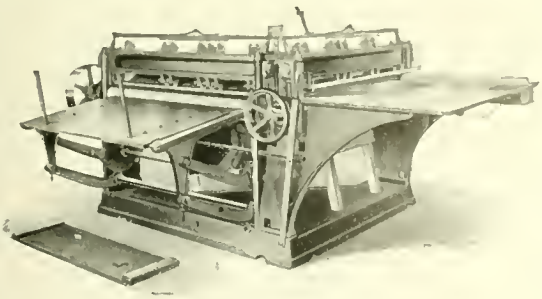

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26 SALISBURY STREET — WORCESTER, MASS.

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Geo. W. Wright.

The WORCESTER MAGAZINE

OCTOBER - 1915

Worcester—An Appreciation

CITY OF WORCESTER, MASSACHUSETTS
EXECUTIVE DEPARTMENT
OFFICE OF THE MAYOR

GEORGE M. WRIGHT
MAYOR

September 25, 1915.

Worcester owes its present prosperity and permanent success to the influence, stability and character of the men who laid its industrial foundation. Upon a location without natural advantages, devoid of water shipping facilities, without water power of any considerable importance, and with soil rough and rugged, was founded a town which has become great and permanently prosperous as a city, the largest and most rapidly growing strictly inland city in the world. The men who laid its foundations laid them deeply and securely, foundations which rested upon character and good citizenship, and upon these foundations has been built a city of homes and home industries, a city which is to be continuously prosperous because it has reared and attracted men who have not only developed industries, but who have also developed the highest phase of citizenship, and who are successfully maintaining the high ideals of those by whom it was created.

GEO. M. WRIGHT,

Mayor.

Sentiment That Pays

Some Reasons Why Worcester Stands in the Very Front Rank in Its Credits Among American Municipalities---A Striking Demonstration of the Wisdom of Conservative Management of Municipal Affairs Unsullied by Dishonesty, Graft or Corruption

By Harry C. Smith, City Treasurer of Worcester

BUSINESS is business and business and sentiment won't mix." This has probably been one of the first articles in every business creed since the world began. It is as true today as it ever was—only one ought to discriminate between different brands of sentiment.

In January, 1915, one of the leading financial journals of the country published a list of municipal bonds sales that were reported during the dark months following the outbreak of the European war. Over 200 American cities during that period offered and sold long-term bonds, *and of them all the City of Worcester, Massachusetts, was shown to have obtained the highest relative price, without exception, for its securities*—that is it was able to borrow at the lowest reported rate of interest-cost to the tax-payers.

Mr Harry C Smith
City Treasurer

WORCESTER'S FINANCIAL ABILITY

During the fiscal year ending November 30, 1914, which included four months of almost panic rates, Worcester obtained all the money necessary for temporary financing in anticipation of revenues *at a net cost of less than 2 3 4% per annum.* These are but examples of Worcester's ability to finance herself cheaply and are but repetitions of what she has been able to do during her entire corporate existence. The bonds and other obligations of the City of Worcester are held by the most conservative institutions and trustees in the country and no considerable block of Worcester bonds can be seen on the brokers lists where the securities of many other cities are freely and frequently to be found.

In all the history of the City, this high standard of regard for Worcester securities has been maintained, and in bond market circles it has become proverbial that "Worcesters" are a luxury to be afforded only by those who desire absolute security without great regard for interest returns.

Naturally from this it has become customary to vaunt ourselves not a little upon our municipal credit. If any public utterance has been made of late years relative to Worcester's financial status, in which the phrase "standing at the forefront of New England credit" has not been applied to the City, few of us have had the pleasure of listening to it.

THE NEGOTIABILITY OF WORCESTER BONDS

Naturally, too, many persons wonder why we should enjoy this enviable financial reputation—and pessimists in financial circles and apologists for less favored communities say that the difference in level between Worcester securities and other municipal issues is largely "sentiment." Perhaps so. But recently the head of one of the largest savings institutions in New York City told to a Worcester man a little anecdote of the "hard times" of 1907. One day it happened that a very long line of depositors, most of them living on the lower East Side of that City, gathered in front of this institution's paying teller's window and wanted their money. The officers of the bank made a hasty survey of the bonds stored away in their vaults and looked for the securities that represented the quickest possibilities of ready cash with the least margin of loss. They had millions of dollars' worth of bonds there. When they came out—after laying sadly aside the bonds of numerous cities that have no "sentiment" attached to them—they brought with them a very substantial block of bonds issued by one of the richest states in the Union, and another block of equal size bearing the seal of the City of Worcester. They called up their brokers and told them what they had to sell. "Certainly," said the voice at the other end of the wire, "we will take the 'Worcesters' at par and send you over the cash in half an hour—but we will see if we can dispose of the State bonds by the first of next week." That was precisely what happened. The "Worcesters" were sold at no appreciable loss and the run on the bank faded away. And now, when any bond salesman tries to "trade out" Worcester bonds from the savings banks on the Bowery or its vicinity, in times of financial peace, he is met with a smiling suavity of refusal that is all courtesy but no enthusiasm.

SOME OF WORCESTER'S ASSETS

So, too, a gentleman now very high-placed in New

England banking circles, has told the writer of several instances where Worcester bonds proved to be "life-savers" for institutions that needed to realize their assets at times when many other municipal securities were entirely unsaleable, or bid for at prices prohibitively low.

Now if "sentiment" will do this, what is it that creates the sentiment? Those who believe in the gospel of figures alone, will analyze municipal reports and show that with Worcester's total valuation of $180,000,000 in round numbers—and Worcester's valuations as a whole are relatively low—she has a funded debt of but $13,887,725 and sinking funds invested against it amounting to $5,810,313.38, thus leaving a net debt of slightly more than $8,000,000. They will point out that $5,410,000 of the gross debt is a mortgage upon our water system, which is now wholly self-supporting. They will remark that our legal borrowing capacity within the debt limit prescribed by law, which is 2½% of our average valuation for the last three years, hovers comfortably around the million dollar mark.

NET DEBT ONLY 2.9% OF VALUATION

They will observe that the City itself owns nearly $20,000,000 worth of municipal property over and above its assessed valuation—*so that its whole net debt is a mortgage of only 40% upon its own property without touching that of the citizens at large.* They will notice that our net debt figured according to the rules laid down by the United States Postal Savings Bank regulations is but 2.9% of our valuation. They will observe that our borrowings have been made for objects more nearly in accord with the spirit and the letter of the municipal indebtedness act, than are those of many other Massachusetts cities. They will note that we have headed the procession of cities thus far toward the strict "pay-as-you-go" basis that must be the goal of all municipal financing in the future. They will not fail to recognize the merit of our recently adopted ordinance by which we voluntarily forego many of the luxuries of borrowing in which other cities still indulge. They will see that our population shows a constant and healthy growth, and that our tax rate, which is increasing as all tax rates must while the people demand countless new forms of public service, still lags fortunately behind the pace set by the majority of cities of our class.

DIVERSITY OF MANUFACTURING

Another class of observers will attribute our financial standing to our widely diversified industries and our great manufacturing interests. They will appreciate that Worcester has always been the home of remarkable inventive genius and great mechanical skill. They will say that our commercial prosperity based upon the activities of our high grade mechanics gives us the financial credit we enjoy.

Those who rely on figures and those who pin their faith to industrial conditions are both partly right.

WORCESTER—A CONSERVATIVE CITY

But there is an element in the sentiment that puts Worcester in the front rank financially, which can best be felt outside her borders. It is the respect felt for her among conservative men, as a conservative city. It is a respect felt for a city that thro' all the cheapening of political ideals in American municipalities, still bears its ancient reputation for honest and efficient government, supported and insisted upon by an honest and law abiding community. Despite whatever individual instances of unfit men in public life we may have seen, Worcester's governing spirit has always been, and is today, one of integrity and fair-dealing, unsullied by notorious dishonesty or graft. And, moreover, her people as a whole believe in that kind of government and want it, despite all the efforts of self-seekers to prostitute that ideal to their own advantage.

What ought to be the attitude of this community toward a man, be he high in the councils of the city or in the humblest walk of life, rich or poor, in politics or out of it, who by one unworthy deed or dishonest act tends to destroy that reputation which Worcester so worthily enjoys among her sister cities?

It isn't Worcester's wealth or her great industries that make her what she is in the estimation of the men who buy her bonds—it is the respect they feel for her as a community. *Some kinds of sentiment don't mix with business—but sentiment that is founded on respect for the character of a man or of a community always has been, and always can be, turned into ready cash.*

Some Pertinent Municipal Facts

Dwellings, 16,243.

Population, 166,393—Municipal census.

Above tidewater, 481 feet.

Police department of 250 members.

Men fit for military service, 32,235.

City property valued at $21,836,045.49.

850 teachers; educational facilities for 26,836.

Mercantile business of over $30,000,000 per year.

Over 5000 men and women employed by merchants.

Gain in population of over 500 per cent. in fifty years.

One-twelfth of the savings bank deposits of Massachusetts.

First city in the United States to buy land for a public park.

City Hall, which cost $650,000, built inside the appropriation.

Second city in Massachusetts in population and third in New England.

Constructed during last year 1587 buildings at cost of over $6,000,000.

Valuation, $179,071,436; real estate, $139,750,450; personalty, $39,320,986.

Gateway of all-rail coal from mines to northern and eastern New England.

A central postoffice, 14 sub-stations, 315 employees, annual revenue over $550,000.

More than 35,000 wage earners in all branches of industry who earn $20,000,000 per year.

Fire department of 236 members, using 48 pieces of apparatus, over 25 per cent. motorized.

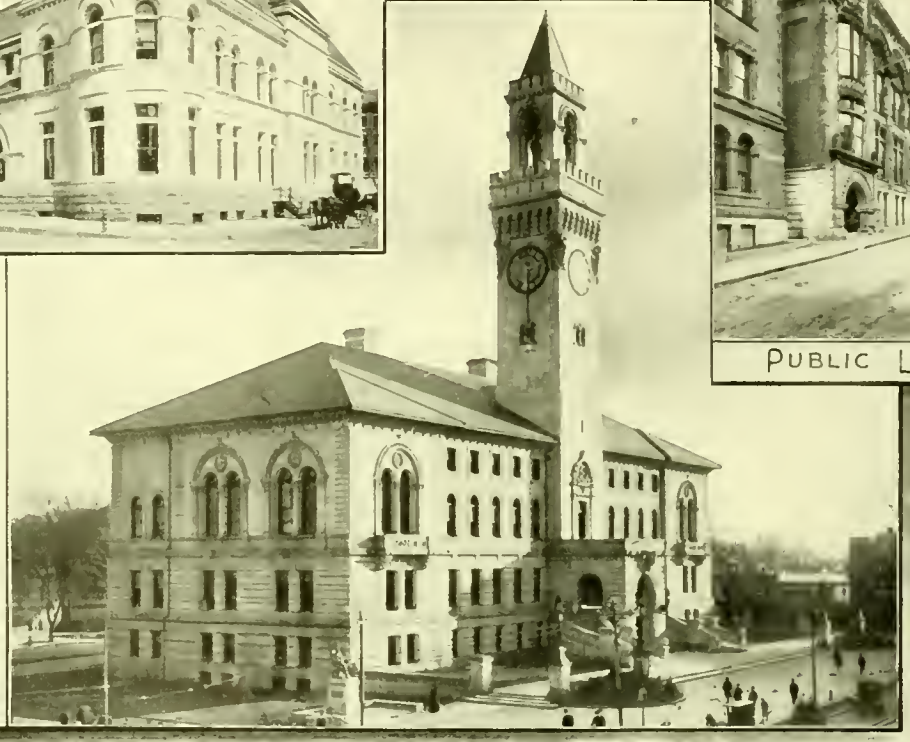
Over $70,000,000 invested in industries turning out products each year valued at $100,000,000.

Four high schools and 61 graded schools which cost $4,007,860.29.

Trade schools for boys and girls, among the first in the country, provided by city for teaching trades, which cost $246,827.99.

Worcester has 286 miles of main pipes, 180 miles of service pipes, 2553 hydrants, 4101 water gates, 18,909 water meters.

GLIMPSES OF WORCESTER



"THE HEART OF THE COMMONWEALTH"

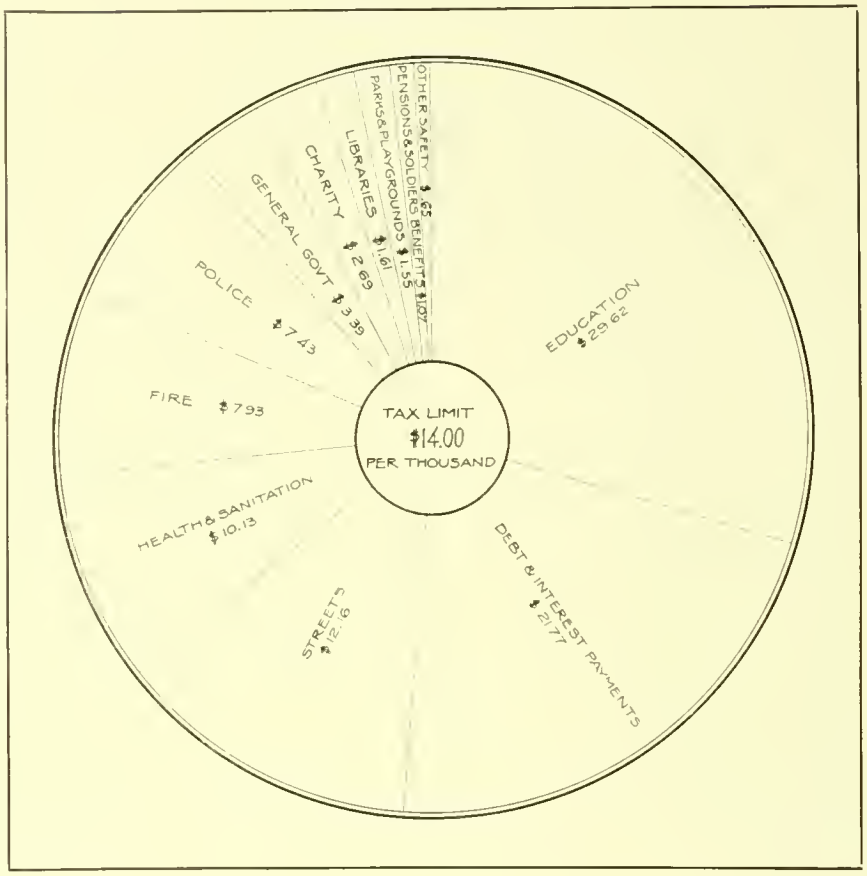
BIRD'S EYE VIEW OF MAIN AND FRONT STREETS

HOTEL WARREN.

HOTEL STANDISH.

CHURCHES AND RESIDENCES.

How Worcester Spends Its Dollars



1915

Abolition of Grade Crossings	$22,801	45	
Assessors' Department	21,780	45	
Auditing Department	9,575	69	
City Clerk Department	10,230	87	
City Hospital	166,178	32	
City Messenger Department	30,355	12	
Engineering Department	25,818	07	
Fire Department	339,011	26	
Health Department	80,053	61	
Hope Cemetery	25,734	75	
Interest	570,360	72	
Law Department	7,356	66	
Moth and Beetle Extermination	22,171	76	
Overseers of Poor Department	213,351	11	
Parks Department	52,389	64	
Public Buildings Department	151,210	92	
Public Library Department	68,395	92	
Public Playgrounds	20,158	09	
Police Department	291,770	79	
Rifle Range	77	79	
Schools	1,509,930	89	
Sealer Weights and Measures Department	5,459	52	
Serial and Sinking Funds	675,642	00	
Sewer Department	243,575	28	
Street Department	686,425	52	
Street Lighting Department	185,958	26	
Treasury Department	20,384	83	
Water Department	691,042	13	
Wires Department	4,001	09	
			$6,151,202 51

Worcester's Transportation Facilities

Located in the Very Heart of Populous New England, Equipped with Service from the Three Trunk Lines of this Territory and But Forty-Five Miles to Tide Water.—This City Enjoys Almost Unlimited Service in Every Direction

By Joseph H. Lane, Traffic Manager, Worcester Chamber of Commerce

SINCE July 4th, 1835, when the first railroad train pulled into our city, Worcester has been favored by a progressive system of steam transportation and since about 1850 we have had at least three independent and practically separate railroads catering to the needs of our industries. In 1828 the Blackstone Canal was opened for traffic from Providence and the South and it was indifferently operated for about twenty years, being discontinued in 1848 soon after the Providence & Worcester road was started. All of this early transportation history is largely responsible for the present industrial prosperity of the city of Worcester. Our railroads have continued to increase their resources and extend their lines until now Worcester is the center of a zone containing some three million people. These roads load daily through and break bulk cars to most of the prominent cities of the central west, the south, New England and Canada. The freight rates are comparatively low and the service rendered is of the best.

Worcester has abundant facilities for all kinds of industrial development, especially for those concerns which require sidetrack connection with the railroads, and there are up-to-date warehouses, including cold storage plants, with rail connections, for the storage of bulk and perishable freight. We have already one hundred and fifty industrial side tracks on which there are placed about ten thousand cars per month for loading and unloading. The freight terminals of all the railroads and the trolley freight lines are practically in the heart of the city, close to the manufacturing and mercantile plants. This enables one to make quick, economical and convenient deliveries with a minimum of trucking.

General conditions as regards express service are excellent and in addition to the many local lines there are two of the large interstate companies maintaining extensive plants in connection with the Union passenger terminal.

Trolley freight and express service is well organized and constantly growing and extending its lines and is being operated at fairly low rates. Through cars or break bulk service can be had from Worcester to all New England cities and towns.

Our geographical location enables our shippers to reach New York City and vicinity within the second parcel post zone, thereby adding another distinct transportation advantage to Worcester as a location for industries seeking the greatest return for their investment. This instance alone would be of great benefit to houses engaged in the mail order business.

Our passenger service is excellent and our million dollar Union Station handles successfully every day the 200 trains which the three railroads operate to the four points of the compass. Travelers may reach ocean or coastwise steamers from Boston in an hour's ride, and New York City is within an easy ride of several hours in luxurious trains.

Just now Worcester is interested

EXTERIOR OF WORCESTER PALATIAL UNION STATION OPENED IN 1911

Birdseye View of Old Union Station, Abandoned for Passenger Traffic in 1911, But Preserved and Used as Power Plant for New Station

in the possibilities of the building of the Norwich and Worcester Canal. The Harbor and Land bill of 1915 contains an appropriation and authority for a survey by the U. S. Engineers of a route between these two cities, and it is easy to see what great benefits would come to Worcester through the completion of this enterprise. A preliminary meeting was held at the Chamber on September 21st, 1915, at which time Major Pillsbury, U. S. Engineer in charge of this district, and his assistant came up from New London and told representatives of the Chamber, Worcester city government and others just what difficulties would be involved. In a very general way the Major gave us some very valuable ideas regarding the whole undertaking. Speaking in a broad manner it was estimated that this project would cost at least $14,000,000 or $200,000 per mile based on seventy miles from Norwich to Worcester, and there would be some twenty or thirty locks required to overcome the difference of 500 feet in the elevation of Worcester over tidewater. It was further roughly estimated that it would cost in the vicinity of $10,000 per year to operate each lock, or a total yearly expense of perhaps $250,000. These figures do not take into consideration the necessary cost of terminals and facilities for the handling of traffic at Worcester or other points.

As an example of the vast sums spent on canal improvements, especially when the results seem to justify the investment, note the action of the State of New York in regard to the finances required to build the new Barge Canal which will be a consolidation of several older canals. The Erie, Oswego, Champlain and Cayuga and Seneca Canals are now being enlarged to a depth of 12 feet with 57 locks (one of which—a siphon lock—will be the largest of its kind in the world) of a size sufficient for boats having 2000 to 2500 tons of capacity, as compared with 240 ton boats under present conditions. The State of New York has voted to expend $128,000,000 on this enlargement, of which $19,000,000 is designated for providing terminals in about 50 cities and villages. Construction was begun in 1905 and should be finished in 1916.

The proposed route of this Southern New England waterway will include the Shetucket River from Norwich to Tafts, the Quinebaug River to vicinity of Webster and the French River to within a few miles of Worcester. This route is not now open to any kind of navigation and will require dredging for the entire length of some seventy miles. The approach to and entrance into Worcester will have to be determined later.

The United States government appropriated in the Harbor and Land bill of 1914 a sum of $51,000,000 for similar improvements and during the past eight years there have been $280,000,000 spent for betterments, all affecting the prosperity and advancement of our sister

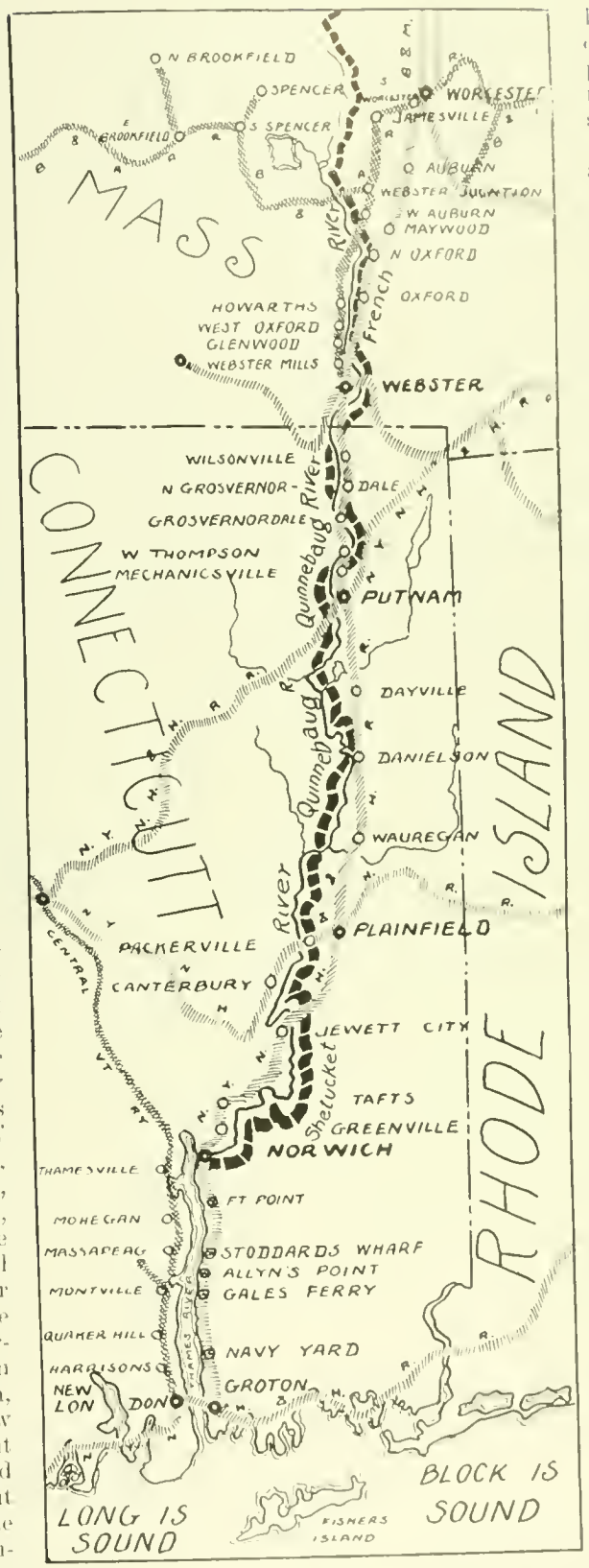
cities in the United States. We may, therefore, hope that a great and beneficient government like ours may see and appreciate the advantages of further development of a section of New England which by its industries and progressive spirit deserves every encouragement which may come from governmental paternalism.

One absolutely necessary feature for the success of this canal proposition will be the necessity of a sufficient supply of head water in or about Worcester to supply the locks and to overcome the elevation of our city over the city of Norwich.

At the present time and with our limited knowledge of the whole proposition it is hard to say just what tonnage would be affected by this canal.

To my mind, one very important means of making this proposition a financial and business success, would be for the railroads to work with and for the canal. Jointly there is a possibility that not only local but through business in connection with the Boston & Albany and the Boston & Maine roads to and from the north might be influenced this way and Worcester would certainly derive the greatest benefit from such co-operation. The bulk freight which might be affected directly or indirectly by the undertaking includes the thousands of carloads of coal, lumber, cement, lime, brick, sand, iron, ore, spelter, cotton, wool, oil, sewer pipe, water and gas pipes, which are received. Such a canal would automatically bring us lower freight rates on many of these commodities delivered at Worcester, thereby putting us on a more equal basis with Boston, Providence, New London, New Haven and other water front cities. The city of Springfield may, with its Connecticut River possibilities, soon be able to boast of tide water advantages unless we keep awake to the golden opportunities which are offered by this proposed enterprise.

Canals have always proven their utility as carriers of freight, and in equal degree



Suggested Route for Barge Canal to Tide Water Between Worcester and Norwich, Ct., Now Being Investigated and Examined by United States Engineers

have they served the public as competitive regulators of transportation rates by rail. All railroad rates east of the Mississippi River and north of the Ohio are predicated upon the all-water rates from Chicago to New York; thus every shipper east of the Mississippi is served by and indebted to the Erie Canal.

The Public Service Commission of New York reported lately that the average cost of carrying freight upon the railroads of New York is .445 of a cent per ton per mile, and as the distance by rail from Buffalo to New York (New York Central) is 440 miles, the cost of a ton of freight is $1.95, the rates charged being $3.11. The Commission estimates that the cost to carry the same freight from Buffalo to New York by Barge Canal and river will be only 26 cents. If this assumption is right, the canal will soon pay for itself as an economic proposition, provided the other costs of transportation, such as terminal charges, expenses of transshipment, etc., do not equalize the difference.

Experience is always a good teacher whether in the building of a canal or otherwise, and we must therefore give close attention to the actual results of other canal enterprises which have been built and operated and from which reliable statistics can be obtained for our guidance. The old Erie Canal, finished in 1825, gave the greatest impetus to inland transportation, which it had received up to that time, and a boom in the building of canals and the canalization of lakes and rivers ensued. All this antedated the existence of railways. As soon as railways came into general use, the decadence in canal and river transportation was very pronounced. In 1850 the canals of New York carried 81.1 per cent. of the traffic handled—23 years later it had fallen to a little less than 35 per cent. and, in 1908, the canals carried less than 4 per cent. of the total traffic handled in the State.

The difference between railroad and canal transportation

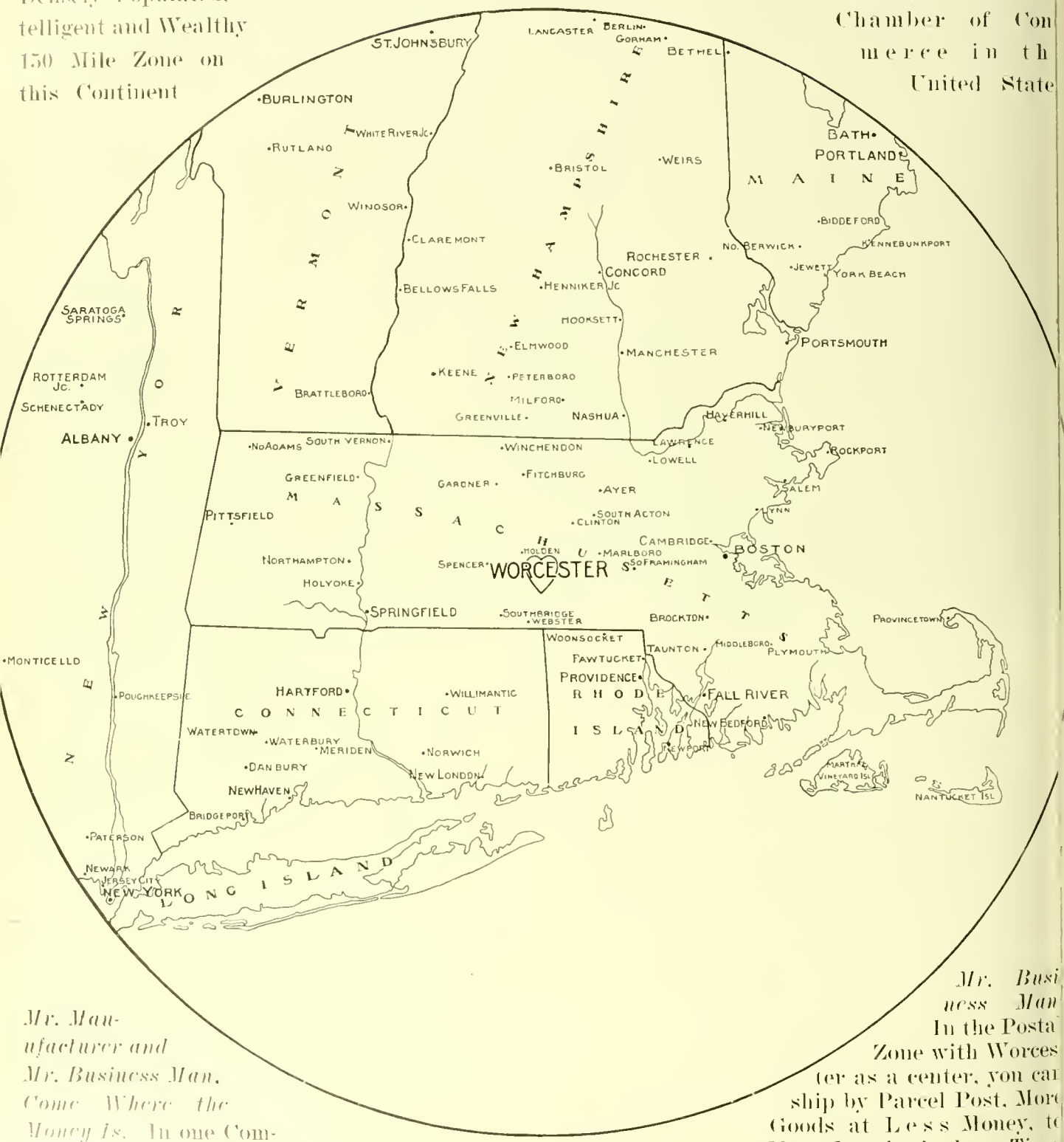
Worcester's Unrivaled Shipping Facilities

WORCESTER, MASSACHUSETTS

Is the Center of the Most Densely Populated, Intelligent and Wealthy 150 Mile Zone on this Continent

WORCESTER, MASSACHUSETT

Includes among its othe Advantages, the Fines Chamber of Con merce in th United State



Mr. Manufacturer and Mr. Business Man, Come Where the Money Is. In one Committee of the *Worcester Chamber of Commerce*, $143,000,000 is represented, and in another $64,000,000

Territory and Cities included in Zone 2, the 150 Mile Zone radiating from Worcester

Mr. Busi ness Man In the Posta Zone with Worces ter as a center, you ca ship by Parcel Post, More Goods at Less Money, t More People, in Less Time than anywhere else in th world. Write our Traffi Manager for further infor mation.

LINCOLN SQUARE WITH TRACKS ELEVATED

SHOWING TYPE OF BRIDGE—STEEL FACED WITH CONCRETE—PROPOSED BY PROF CHARLES B BREED AS A SOLUTION FOR REMOVAL OF THIS NORTHERN GRADE CROSSING

in these 20th century days of hustle and competition, as compared with the earlier history along the same lines, can be readily traced by the layman. In the last century the railroads were not equipped to handle bulk freight as expeditiously or as cheaply as the shipper required, therefore the canal became popular and necessary to the life of the manufacturer and merchant. Now, however, the railroads can handle all kinds of traffic under all conditions and at comparatively low rates and therefore the canal or other water transportation line must meet competition that it did not encounter in the past. The reasons why traffic goes to the railroads are not far to seek. Among them may be mentioned the fact of greater celerity in transportation, which means quicker delivery and quicker payments; it means a saving of interest, a more rapid turnover of principal; railroads give service all the year round, whereas the principal canals, lakes and rivers are closed during the winter months; freight by rail is handled with greater ease; switches bring cars to the door of the factory or warehouse.

Deep study will be necessary here in Worcester for the solving of the important question of location of terminals for the proper and economical facilities for loading and unloading of freight and also the establishing of close relations with our local railroads for the prompt handling and switching of business to and from industrial plants already established on railroad's side tracks which may be removed from the location of the canal terminal. In this latter respect some kind of a working traffic relation must be established with the railroads, in order to prevent an arbitrary switching charge being applied on what the roads might class as competitive business arriving via the canal. As the present difference in rates on many of the commodities mentioned between tide water cities and Worcester does not favor the former more than twenty to forty cents per ton, one can readily see that this canal proposition would be heavily handicapped if the railroads in Worcester should apply the present competitive switching rate of 30 cents per ton. This charge, added to the cost of the goods put down in Worcester via the canal would, in some cases, do away entirely with the advantage of the delivery here by water. It must be admitted and given serious consideration that every transportation company which handles freight arriving here by canal, whether it be railroad, wagon or auto, must get its revenue out of the through charge and the ultimate cost put down at consignee's plant, and it is on this basis that I have stated that co-operation between the railroads and the canal and the community in general will be absolutely necessary for the ultimate success of the whole proposition which is now before us.

The International Road Congress

The Worcester Chamber of Commerce Launches New England's First Great Gathering in the Interests of Good Roads—Speakers and Attendance to Outrival Any Similar Event Ever Held in the East. A Preliminary Outline of Program

IN a section of the United States that will spend in the next three years more than $10,000,000 for good roads—not for good roads but for the *best* roads—it is indeed passing strange that no effort should have been made up to this time to bring together under one roof the brightest technical men, the brightest material men, the brightest city and state officials that are engaged in solving in this country the profoundest physical problem in our civilization.

Truthfully might this indictment lie against New England until today.

But it holds good no longer for on December 14, 15, 16 and 17 next in this fine old city of Worcester our Chamber of Commerce proposes to demonstrate to the world that the "effete east" is as widely awake to the advantages as well as the necessity for good roads as the most abandoned dirt road state of the wild and wooly west.

To W. T. Chollar of the Atlas Portland Cement Company of New York is due the awakening. He dropped the little grain of mustard seed in the fertile soil of the old Bay State less than two months ago and today the idea has not only taken root but is springing up into a tree whose branches already overshadow these six states, are waving over our Lady of the Snows and are reaching out toward Old England herself.

Which is only another way of saying that not only has the plan of an International Road Congress met with the heartiest response in Maine, New Hampshire, Vermont, Massachusetts, Rhode Island and Connecticut, but that it is expected representatives of the municipal life of Canada and England will all congregate in the Heart of the Commonwealth in the middle week of December to examine the latest and best things in road building material and also to listen to the greatest minds engaged in solving road building problems in this country and abroad.

Before proceeding with the details of the affair, which will be both national and international in its scope, we ought to say a word about one of the men behind the guns, a man without whom no thought of success could be entertained while to have him with you and to throw himself heart and soul into this enterprise as he has is to assure its unqualified success from the start—we refer to Hon. Harold Parker of Lancaster, who has kindly consented to act as Chairman of our program committee and of whom it can be literally said that one blast from out his trumpet horn is worth a thousand men.

THE BANCROFT HOTEL
Headquarters for the International Road Congress

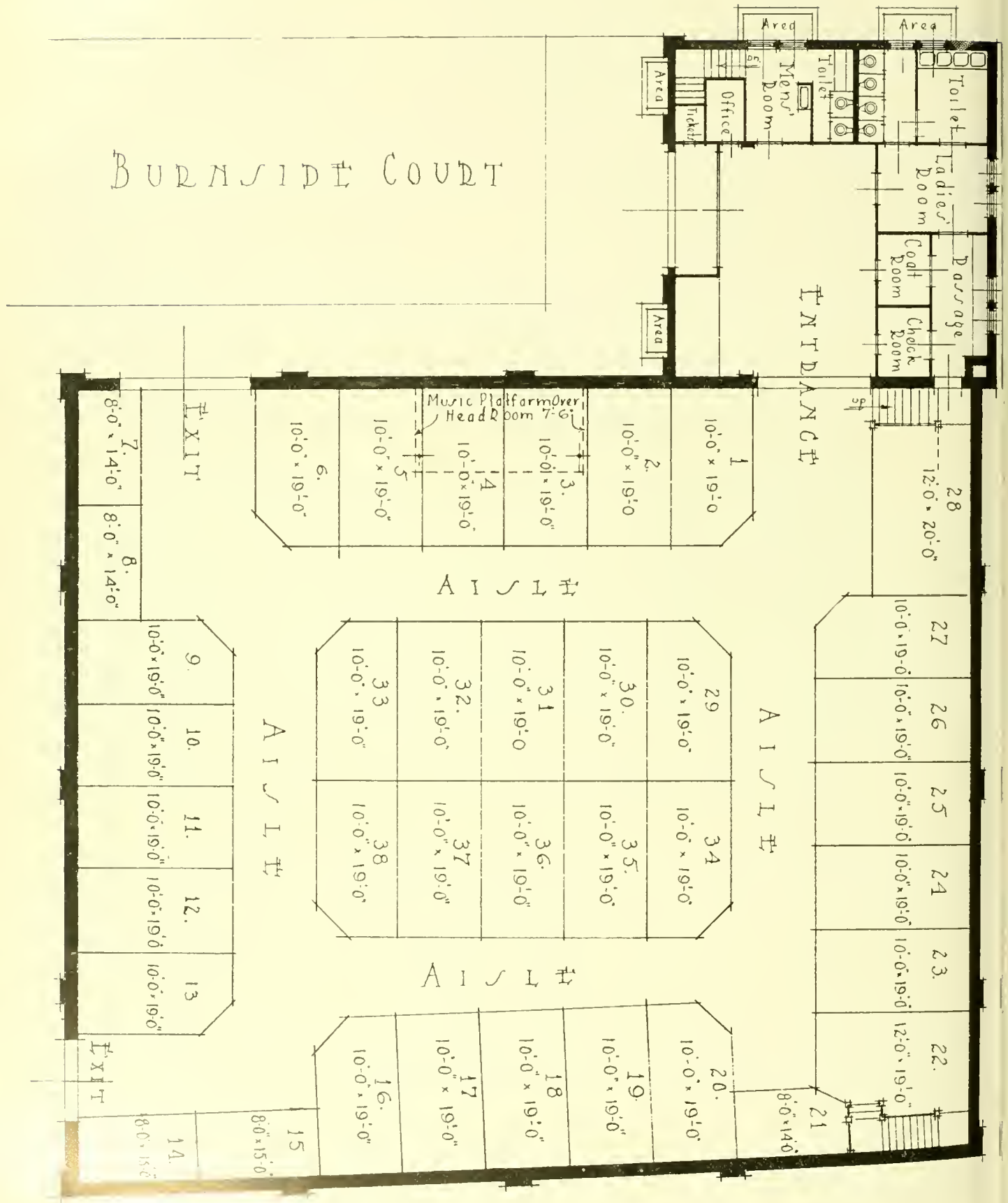
Mr. Parker has appointed on the program committee with him E. L. Powers, editor of *Good Roads*, New York, A. W. Dean of Boston, Chief Engineer of the Massachusetts Highway Commission, John H. Brownell, Chairman of the Convention Committee of the Worcester Chamber of Commerce and the General Secretary of that body, Herbert N. Davison.

These gentlemen have already tackled in serious fashion the preparation of a program calculated to appeal to every road builder in the United States. Among the gentlemen who have been invited to come here to address the

body of delegates that will be assembled are W. A. McLean, Esq. of Toronto, Provincial Engineer of the Province of Ontario and Dominion Commissioner, Hon. Logan Waller Page of Washington, D. C., National Director of Public Roads, Department of Agriculture, W. H. Connell, Esq. of Philadelphia, Chief of the Bureau of Street Cleaning and Paving of that city, George W. Tillson, Esq., Consulting Engineer of the Borough of Brooklyn, W. W. Crosby, Esq., Consulting Engineer, Baltimore, Md., George Diehl, Esq., Buffalo, N. Y., representing the American Automobile Association, Hon. William H. Sohier, Chairman of the Massachusetts Highway Commission, Paul D. Sargent, Esq., of Augusta, Commissioner of Highways for the State of Maine, Frederick Clark, Esq., of Springfield, Mass., President of the Massachusetts Highway Association, Hon. Fairfax Harrison President of the Southern Railway and President of the American Highway Association, Mr. Hugh Chalmers of Detroit, President of the Chalmers Automobile Co., Col. William Buffum of Jefferson City, Mo., the widely known authority on convict labor, and many others.

It is the intention of the management to bring together in this convention for the first time in this country not only the biggest minds the west boasts of but the cream of the East as well. At the great convention just held at Oakland, the flower of our Western civilization was there in full force, the big fellows from the Mighty Rockies and the sun-kissed prairies, men who have performed Herculean tasks, engineering and financial in the commonwealths they are harnessing to the car of civilization and progress, but in our convention here in little old New England, we propose to set up a forum in which the brightest chaps from both sides of the Mississippi will come to hand grips with the most momentous problem of the 20th century

The Bancroft Ball Room Where the Congress Sessions Will Be Held



FLOOR PLAN OF THE AUDITORIUM ADJOINING THE BANCROFT

Showing [illegible] Exhibit of Road Making Machinery and Materials, to Be Conducted as Part of the International Road Congress

—the problem of providing a durable highway which will withstand the wear and tear of a traffic that makes Napoleon's ammunition trains look like a procession of ox-carts.

There are more than 1200 cities and towns in these six states all vitally interested in this problem. In Massachusetts alone for example there are now exceeding 75,000 automobiles registered and the problem of their responsibility for the terrific depreciations in our roads is becoming an almighty serious matter, not only to the State Highway Commissioners but to the authorities in every one of our cities and towns which have to pay the score for their upkeep.

Naturally what they most desire is light, more light on this to them most important subject, and they are coming here en masse in December to see what they can find out from the practical man, the technical man, the material man on a matter that means dollars and cents to them, to their towns, to their counties and to their state.

Fully 5000 invitations are to be sent out by this Chamber to the town, city, county and state authorities. The selectman of every town in New England is to be invited to come here, the mayor of every city, every street commissioner, every city engineer, every road commissioner, every county commissioner, every State Highway Commissioner and finally to cap the climax the governors of every one of our six states. For they, after all, are the most vitally concerned of any of us.

The program as laid out calls for the opening session on Tuesday, December 14, in the ball room of our new $2,000,000 hotel, the Bancroft, where the convention is to be held. The opening day, as is fitting, has been designated as Governors' Day and the Chief Executives of our six states have been invited to present the situation and outlook in their respective commonwealths in order that we may lay a solid foundation for the three big days that are to follow.

The second day has been designated as American Road Builder's Association Day and inasmuch as Mr. Parker is an ex-president of that organization, it is expected that the large number of his friends from that body present will make of this day one of the biggest days of the four.

Then comes the third day, Mayor's Day, and nobody will want to miss that, because we hope to introduce to our visitors the handsomest as well as brainiest set of executives this country boasts, all of them interested in good, better, best, road building and full to bursting with information as to their community discoveries, necessities, desires.

On the fourth day, as is fitting, the innocent cause of all this hurrah—the automobile itself—is to have its inning and the program for that day will be worth waiting for and listening to.

The Chamber of Commerce pledges itself in advance to provide a live wire for a presiding officer for each day and to make the program as a whole spirited, diversified, meaty, entertaining and mighty informative.

On Wednesday evening, the second day of the convention, the Chamber has hired the Grand Theatre, adjoining the hotel, and will invite the delegates and material men to be our guests at a free exhibition of the moving picture of the Lincoln Highway—a 7000-feet film of a transcontinental journey 3000 miles long.

The same effort that is being made regardless of expense to provide an academic program calculated to appeal to both the layman and the engineer is to be made to bring here the best and only the best of materials for exhibition purposes. The Auditorium adjoining the hotel has been secured for the week of December 13 and an invitation is to be extended to the leading material men of the United States to exhibit there their wares under the most advantageous circumstances to a larger group of officials financially interested in road building than have ever been assembled before at one time in the eastern section of the United States. The men that are coming to Worcester to attend this convention are the spenders, splendid hard headed Yanks who are willing to be shown how they can pay out the money committed to their stewardship to better advantage than they are now doing for material they may have read about but whose merits never have been explained to them in convincing fashion by competent salesmen with a clean-cut message.

The programs for each day are being carefully arranged so as to permit ample time for the delegates to inspect the material show without missing the speeches.

Finally, make no mistake: The Worcester Chamber of Commerce did not enter upon this matter rashly nor without due deliberation. It walked into this stupendous undertaking with its eyes open. It has counted the cost. It believes that the time has come when New England should put its best foot forward in road building as in everything else. It knows that the ribbony highways of old Essex has made of Beverly Farms, Manchester, Hamilton, Wenham and Ipswich the Riviera of America, but it believes that the summer colonies at Lenox, at Newport and on the North Shore are not the only people in New England that are entitled to good roads.

It is anxious to know how the streets of Worcester compare with the streets of other cities and how they can be improved, and what we want to know every town and city in New England wants to know. Modestly let it be said but firmly. We know of no other organization in these six states big enough and rich enough and public-spirited enough to finance an enterprise of this sort. Certainly there is no other city outside of Boston with our hotel facilities and mighty few with our "git up and git."

We can mass in this city in 12 hours every man, woman and child in the North Atlantic states—over 6,000,000 human souls.

There is not anywhere on God's green earth, so far as we know, so densely populated a section as this is, possessing the money, the stability and the intelligence that this section does.

It is this people thus massed, thus materially endowed and thus highly informed that extends to the world and its wife, a steel plate invitation to be our guests during the holiday season of 1915.

If after all we have said above there are still any Doubting Thomases left, we want to say to you that we have a slogan here in New England that may interest you. It reads:

IF WORCESTER DOES IT, SHE'LL DO IT RIGHT

Meanwhile, lest we forget, Col. James P. Keenan of Milwaukee, Wis., Secretary of the Northwestern Road Congress, has been elected our Manager of Exhibits, and we believe that he is worthy of his job.

The New Y. M. C. A. Gymnasium

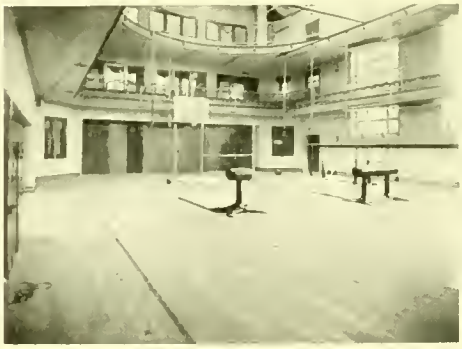
Work Is Completed on $150,000 Structure, the First Unit of What Eventually Will Be One of the Finest Y. M. C. A. Group of Buildings in This Country—Gymnasium Ranks with the Best Equipped and Arranged of Its Kind Anywhere in the United States

SO far as physical training goes, the Young Men's Christian Association of Worcester is already doing business on a scale never before possible. It has such facilities for its physical department as cannot be surpassed by any other association in the United States. This became a reality about six weeks ago, when the new $150,000 gymnasium, the first step towards realizing the dream of a magnificent new Y. M. C. A. capable of filling every need of the young man, was first opened for use.

PHYSICAL DIRECTOR'S OFFICES

ATTENDANT'S OFFICE

MEN'S GYMNASIUM



BOYS' GYMNASIUM

When the last nail had been driven, the last brushful of paint put on and the last piece of equipment installed, Physical Director Edward W. Wilder looked around the glistening building and expressed himself as utterly satisfied. In his opinion, "she can't be beat."

This is not any snap judgment on the part of the physical director. Mr. Wilder is a veteran in association [illegible] possession is a handsome gold watch, presented [illegible] directors at the time of his 20th anniversary [illegible] director; and that presentation occurred [illegible] years ago.

He has traveled all over the United States, to every place where there is a Y. M. C. A. of note. He has seen some of the biggest and best gymnasiums in existence. So it isn't an unsubstantiated statement when he said that the gym of the Worcester Young Men's Christian Association is the best of them all.

This is also the belief of other Y. M. C. A. leaders who have visited the gymnasium. They have included men of prominence. In their knowledge of physical departments the world over they have come to see the Worcester gym and have rated it as the finest yet built. The evidence is so indisputable that Physical Director Wilder has become accustomed to looking upon his gym as a paragon.

Of the visitors during the spring and summer, two men were particularly conspicuous. Their opinion stands out correspondingly sharp. One of them was Fletcher Brockman, national Y. M. C. A. secretary for China. The other was C. B. Willis, general secretary of the big Milwaukee association, and brother of Fred L. Willis, the general secretary in this city.

Secretary Brockman is one of the biggest Young

Men's Christian Association men in the world. He ranks next to Dr. John R. Mott, the man who has performed miraculous deeds in the Orient. Some there are who even put Mr. Brockman ahead of Fred B. Smith, the big energizer of Y. M. C. A. affairs in this country.

General Secretary C. B. Willis, of Milwaukee, is among the most famous of the general secretaries in the United States. He has an efficient record behind him and knows a complete material equipment when he sees one.

Both of these men of experience accredit Worcester with having brought into existence a marvellous gymnasium. They put it on a plane with the finest and biggest gymnasiums to be found anywhere in this country. In giving the new gym this place of vantage, they excepted only two or three of the very largest gyms in other cities.

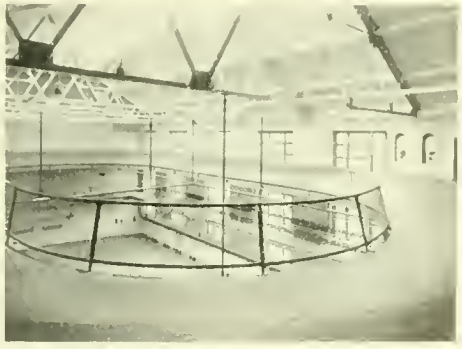
Yet, in the eyes of the Worcester Y. M. C. A., the new gym is only a beginning. Later, within a year or two, another building, bigger than the gym, will be erected with the money for which the Association will ask the people of Worcester. This second structure will be the main building. It will stand on Main street, where now the old Dodge mansion serves as the present headquarters of the organization. The proposed edifice will be connected with the gymnasium so that the two will form one group of structures.

The new gym, with the new main building, and the open air grounds to be laid out on the rest of the property, will constitute Worcester's Y. M. C. A. "plant" of the future, the finest association unit in the world, according to experts.

In the construction and equipment of the gymnasium every new invention for such buildings that has been devised within the last few years has been made use of. As far as the $150,000 outlay saved out of the proceeds from the sale of the old building on Elm street would go—and by careful management it was made to accomplish everything desired—the gym has been made almost ideal in arrangement and equipment.

Men's Gym, Looking Through To Boys Gym

Examination Room



Running Track

Corner of Special Exercise Room

In reality there are two gymnasiums. The larger one is for the men. The smaller one, which is a replica of the other, is for the boys.

In the larger gymnasium, 97 by 50 feet, 500 business men and 1600 senior members of the association will be accommodated in gymnasium classes. In the smaller gym, 45 by 66 feet, there are facilities for 900 boys.

By thus allowing for 3000 athletes, the association believes it has provided pretty well for the excess of growth which made work in the old gym decided unprofitable because of over-crowding. The attraction of the physical department—the lure of "body building," is sure to send the membership of the Y. M. C. A. far ahead. But the gymnasium accommodations, which represent to a large extent the limit guage of the number of members who can be taken care of, are most ample.

Folding doors make it possible to turn the two gymnasiums into one big athletic room, 157 by 50 feet, and not a post or an angle in the whole stretch of floor space to interfere with work.

The effect of this can scarcely be under-calculated. The total floor space will be almost unequalled in any other big gymnasium anywhere. Large indoor meets can be held without any cramping or crowding, which was never the case during the last five or six years in the old gymnasium on Elm street. There was never room enough in that building on a gala night in the gym.

Situated so that they can afford control over both gymnasiums are the offices of the physical director and his staff. The senior physical director and the boys' physical director each has his own office. In addition to giving supervision over the two gyms and control of the lighting system and the admittance of all athletes to the floors of the gyms, the offices will contain special rooms for the examination of candidates for the gym classes.

These rooms will include physical examination room, consultation room, shower room and toilet room for both the senior and the boys' physical director. The offices themselves are particularly light, spacious and pleasant.

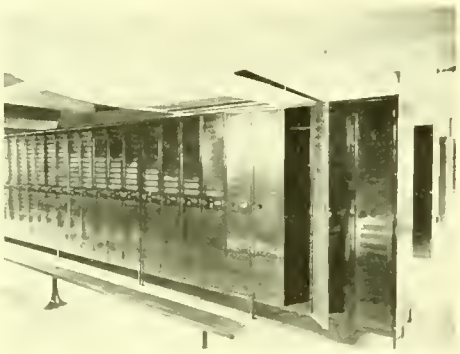
The construction of the building is somewhat peculiar. It is built on five levels, each level constituting a floor in itself. The full height of these levels is confined to the Murray avenue side, as the ground rises from that street, so that on the opposite side one or two of the levels are [illegible] off.

[illegible] is on a level with Murray avenue, and [illegible] as the sub-basement, contains a fine swimming [illegible] 21 [illegible] 100 feet. It also has a sun room, 22 by 30 [illegible] off the gymnasium, and providing an exception[illegible] natatorium, one of the best in the east. Overlooking the pool is a spectator's gallery, located on one of the upper levels.

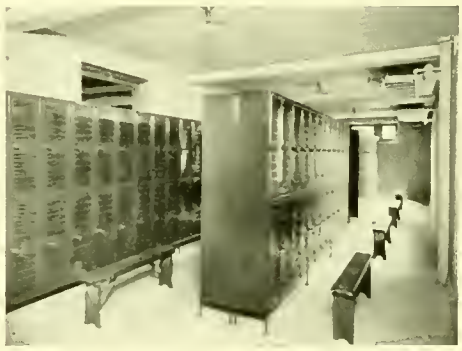
Locker accommodations are such as to provide a locker for each member. In all there are 1500 lockers, made of steel and thoroughly modern. They are well ventilated, and the locker room itself is ventilated by a large fan, allowing the circulation of air to quickly dry the gymnasium clothes placed in the lockers.

Business Men's Shower Baths

Boys' Shower Baths



Business Men's Locker Room



Corner of Locker Room

These lockers are located on the basement proper, and are divided into groups. The business men's locker rooms, the seniors' locker rooms and the locker rooms for older and younger boys are all separated and are under the care of a general attendant.

Far above the floor of each gymnasium is a running track broad enough for the holding of races under all the usual regulations. Between the running track and the floor of the gyms is a spectators' gallery running the entire circuit of the building. The track is 21 feet above the floor, is $8\frac{1}{2}$ feet wide, well banked at the curves, and extremely fast. The covering is the best grade of cork linoleum, which is exceptionally easy on the feet.

As a feature of considerable importance there is a set of special rooms for certain classes of work. These include a special exercise room, leading off the gymnasium floor. It is equipped with apparatus for the development of parts which are below normal.

There is a wrestling mat built into the floor immovably, striking bags, traveling and parallel bars, wrist and forearm developer, finger machine, abdominal stool and rowing machine.

Shower bath facilities are also of the best. They are segregated, allowing business men to use one room of showers, senior members another, and boys a third. Devices for throwing continuous mixtures of hot and cold water, equipped with anti-scald valves are part of the showers.

By means of high pressure boilers and a hot water heater having a capacity of 2000 gallons, and capable of heating 1500 gallons to a temperature of 120 degrees every 60 minutes, the flow of hot water is continuous.

Every sort of indoor game can be played on the big gymnasium floors. The main gym is marked off for a full sized tennis court, two basketball courts, two volley ball courts, an indoor baseball diamond, two battle ball courts, a shot putting ring, a jumping path, and 160 place spots for men to use in the class work.

In the boys' gymnasium, where about 90 boys can work on the gymnasium floor at once, there are facilities for indoor baseball, volley ball, battle ball, basketball and other games, as well as classes.

Ventilation has been given careful consideration in the building of the gymnasium structure. Both light and fresh air are provided for in great abundance in every part of the building.

The gymnasium floors are lighted by eight big windows, six feet wide and 21 feet high. These windows are arranged in tiers and extend from a point eight feet above the floor to the roof. In the roof over each gymnasium proper is a sky-light, 12 feet by 65 feet, with a ventilating ridge extending its entire length, and alternate sections which in warm weather can be opened wide for free ventilation. The windows are of pivot design and are operated by gearing of a special make.

In the construction of the building, safety and attractiveness have been allowed to play as important a part as the convenience from the point of view of the athlete. The building material is of fire proof caliber, except the trim for windows and doors and the gymnasium floors.

The latter floors are of hard maple, the best known material for such uses. All the other floors are of cement, so that the wooden gym floors and the wooden finish of windows and doors will be practically the only inflammable substances in the structure.

Color effects satisfy the eye at every turn. In the sub-basement the interior walls are of a light, smooth brick, while the gymnasium walls, and those of the upper stories or floor levels are lined with glazed cream colored brick. The ceilings are all coated with enamel paint. Sanitation has been a prime object in the interior finish.

In the designing of boiler and heating facilities, the future needs of the plant have been taken into consideration. There are sets of high pressure boilers, the hot water heater already alluded to, hot water storage tanks, and a coal bunker with a capacity of 100 tons.

All the requirements of the law with regard to safe exits have been fulfilled. The building has five different flights of steps, all of fire proof construction, leading from the interior to the open air.

It is generally felt that the entire work of bringing this gymnasium building into being is creditable to all who had anything to do with it. Louis E. Jallade, of New York, the architect who drew the plans, and who was chosen expressly because he has had long experience in designing Y. M. C. A. buildings as a specialty, is credited with a most excellent piece of work. Noreross Brothers, of Worcester, the builders, have also given an example of good workmanship.

Viewed from without the building is simple but seemly, although not at all ornate. It is constructed of red brick, made up with wide joints, and patterned with molded brick courses about the windows, thus forming a trimming. For the other trim, and for the coping and steps, white marble has been used, while the roof is of green tile.

The men in charge on behalf of the Y. M. C. A. constitute the association's building committee, which consists of Albert H. Inman, chairman; DeWitt Clinton, John W. Higgins, Clarence W. Hobbs, Edward F. Miner, Paul B. Morgan and Fred L. Willis. The late Lyman F. Gordon, up to the time of his death, was keenly interested and was an active member of the building committee.

Free physical examination is made of everyone who joins the physical department. The examination room is especially well fitted for this purpose, containing the most modern testing apparatus. The result of this examination is a suggested line of work for the member to follow in the gymnasium which is best calculated to benefit him.

Classes are formed at the beginning of every season for both men and boys, and in these classes drills and exercises take place which have for their aim the providing of symmetry, strength and skill, the correction of deformities and the developing of recreative occupation.

Part of practically every class period is devoted to the recreative games. To the majority of the men this is a side of gymnasium life which proves especially welcome as it drives away both physical and mental weariness.

Schedules for the classes have been made out by Physical Director Edward W. Wilder as follows:

Men—Mature business men's classes, Monday, Wednesday and Friday, 12.10-12.45 P. M.; business men's and students' classes, Monday, Wednesday and Friday, 5.15 P. M.; senior class, Monday, Wednesday and Friday, 8 P. M.; civil service candidates, Monday, Wednesday and Friday, 8.30 P. M., and Tuesday and Thursday mornings; recreative games, Tuesday, Thursday and Saturday, 8 P. M.; athletics, Tuesday and Thursday, 8.30 P. M.; senior leaders' class, Saturday, 7.45 P. M.

Boys—High school class, Monday, Tuesday, Thursday and Friday, 2.30-3.30 P. M.; Wednesday, 3-4, and Saturday, 3.30-4.30 P. M.; preparatory class, Tuesday and Thursday, 3.30-4.30 P. M. and Saturday, 9.30-10.30 A. M.; junior class, Tuesday and Thursday, 4.30-5.30 P. M. and Saturday, 10.30-11.30 A. M.; employed boys, Tuesday, Thursday and Saturday, 7.30-8.30 P. M.; preparatory leaders' class, Thursday, 4.30-5.30 P. M.

A leaders' corps has been organized, with special reference to the new members and their work. Its principal object, however, is to train men to assist in the management of the work, as well as to fit them for positions of physical training.

The location of the gymnasium building has made it possible to an unusual degree to allow plenty of space for light and air on every side. The surrounding land on all except one side is already the property of the Y. M. C. A. and nothing will be built upon it to shut off the gym.

Even when the new main building is erected on the Main street end of the property, it will not interfere in the least with the gymnasium. Space will be allowed between the two structures, although they will be connected by a passageway, for the convenience of members in passing back and forth.

Already the Young Men's Christian Association is able to offer exceptional facilities in the department of physical training—the best it has ever possessed, and the best to be secured in any part of the country. Yet this is only a small part of what the association hopes to be able to accomplish within the next few years.

Ever since the old building on Elm street was sold, and the Dodge estate at 766 Main street was purchased, a projected plan for one of the most magnificent association sites in the world has been constantly kept in view. The new gymnasium building is part of this plan. It has been built so that it will harmonize and work in with the plan as a whole.

Most important in the scheme of the future—the very near future, the association leaders believe now—is the construction of a large main building to house all the departments and provide a social center, an administration headquarters and large facilities for all kinds of Y. M. C. A. work. The building as outlined in the minds of the directors is to be a nine or ten-story structure, running from the street line clear back to the present gymnasium building.

To erect it the Y. M. C. A. will, probably within the next eight or twelve months, go before the people of Worcester and ask for their support financially. Several hundred thousand dollars will probably be required and a business-like campaign will be made to insure this amount.

What the association can do when it gets this big building can be imagined to some extent by what it is intended to put in the building. Large social rooms and an attractive social lobby, class rooms adequate for the extensive educational department, known as the Association Institute, several floors given over to dormitories, an auditorium, the administration offices, a well-equipped boys' department, a high school boys' department, reading rooms, women's rooms, rest rooms, bowling alleys, a restaurant, game rooms and a barber shop are all to be included within the walls of the proposed structure, so that nothing will be lacking for completeness. Offices for all the department heads and for the general secretary will also be provided, as a matter of course.

The rest of the grounds is to be made into an outdoor plant, unique among Young Men's Christian Associations, and allowing the local association to do a work which few others can duplicate. There is to be an outdoor swimming pool, an outdoor running track, and outdoor tennis courts and baseball diamonds.

In the new gymnasium other facilities are at present arranged for in addition to those having to do with the physical department. Until the main building is put up, the boys' gym will be used for the boys' Friday afternoon meetings, which are novel in themselves. The gym has been fitted for moving picture entertainments for this purpose.

Class rooms which will be extremely useful to the educational department this winter are also to be found in the building. Besides regular class rooms, class rooms designed specially for mechanical trades and for the automobile school, fitted with all the necessary apparatus, have been fitted up and will be made use of throughout the season.

Those who [illegible] the new gymnasium building declare the Y. M. C. A. has started in right to produce an association plant of which any city in the world might feel proud a hundred times over.

Industry After the War

Observations by Bureau of Foreign and Domestic Commerce on New Conditions Created by American Necessities

The department of commerce has just outlined in its official statement how every phase of American industry has been benefited by the world war, and forecast the result of the conflict on the country's industrial future. It pointed out that the outcome of the activity incidental to the war will be of material benefit to the manufacturing plants of the United States, and that while part of this equipment must lie idle in peace it is a distinct asset in the national preparation for adequate defense against attack. The department's declaration goes on to say:

Less conspicuous and spectacular but of far greater permanent value, is the impulse given to the manufacture on American soil, with American raw materials, of a variety of articles for which we have hitherto been dependent upon foreign skill and enterprise. In a more or less uncomfortable way, we have suddenly been brought to recognize the unwisdom, the folly, of shipping vast amounts of the crude material of our farms, forests and mines 3000 miles across the ocean, and buying it back in a manufactured form, at a vastly enhanced price. We have likewise come to recognize the absurdity of allowing many natural products of the tropics, of South America, of the Far East, to find their way to Europe, and of paying foreign intelligence and skill to transform them into articles of daily need in our lives.

American ingenuity, adaptation, inventive talent, scientific attainments and general enterprise have promptly rallied to meet widespread demands and establish on our own soil the permanent manufacture of a number of wares, some of minor, others of major, importance. The return of peace will see them well rooted and able to withstand foreign competition.

The department, speaking through the bureau of foreign and domestic commerce, points to the tremendous impulse given to domestic inventions upon the suspension of the German supply of dye stuffs and potash, and it assures the public that it can look forward with confidence to the evolution of a genuine American coal tar color industry. The declaration of the bureau also alludes to the vast beds of kelp now available on the Pacific coast as a substitute for imported potash, and points out that each year the waters of the Pacific are producing a crop in which potash salt possessing in value more than $90,000,000 is readily available for use in agriculture and the arts; indeed, already a dozen companies are engaged in the development of this wealth.

The bureau advises business men that the time is opportune for their study of Latin-American markets, and that in still other countries are unprecedented opportunities for the extension of foreign trade, and that now as never before are we in position to invest capital in industries and other developments in foreign countries. The bureau does not believe that the cost of production in the warring countries will be lower as a result of the war. The bureau holds that the world's conflict has been of unmeasured value to American industries as a whole.

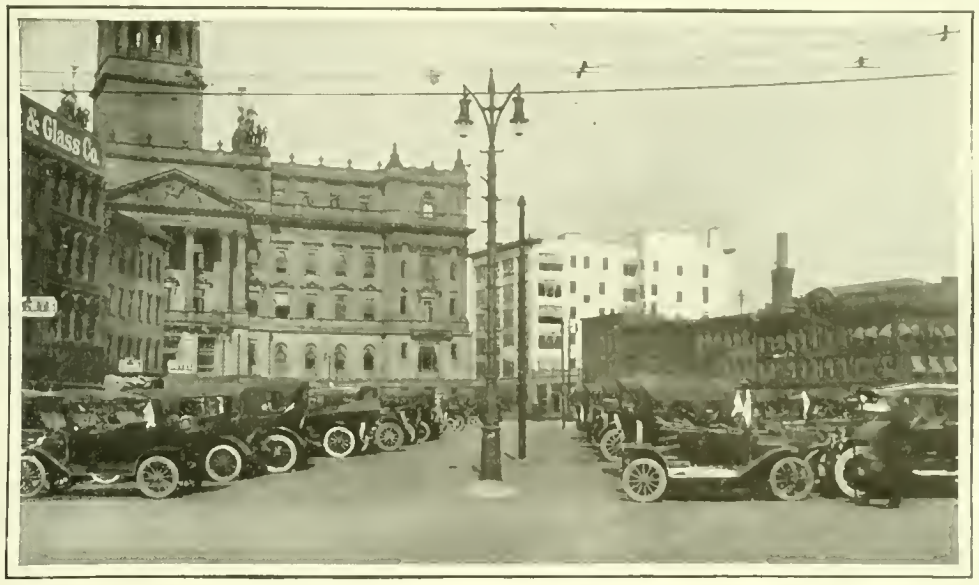
Making Traffic Regulating a Science

A Brief Outline of How Detroit Has Solved This Difficult Problem and Became the Best Traffic Regulated City in the Country—The Safety Zone Idea Applicable to Worcester Without Any Considerable Expense

By John P. Fox, Traffic Expert to Committee on City Planning of City of New York *

WHILE traffic regulation in America originated in New York, and that city for a long time kept the lead, other cities have since introduced such regulation and, by taking advantage of previous experience, have naturally been able to improve a good deal on the original rules and methods still largely adhered to in New York. To-day, in the writer's opinion, Detroit has perhaps the best traffic regulation in the country, which is not surprising for the center of the automobile industry.

The success of Detroit appears to be largely due to a constant attempt to improve existing regulating methods, and to treat the subject as a science, whose principles should be applied to fit each street problem. One of the striking innovations is the use of semaphore signals at street intersections, the apparatus consisting of four revolving blades, set at right angles at the top of a light portable standard, the blades showing the words "Go" and "Stop" on alternate faces, painted appropriately green and red. At night the arms are surmounted by a signal lantern of the railroad type, with red and green lights. Requiring only a quarter of a turn at a time, the semaphore arms are very quickly and easily turned by the traffic officer, who is thus encouraged to change the direction of traffic frequently, and so to reduce the delay to vehicles, which is often so annoying and so unnecessary.



Cadillac Square, a Public Parking Space

The safety zone idea has been very thoroughly worked out in Detroit, over a thousand zones being in use today. These consist of white lines painted on the pavement to indicate where people should cross the streets, where they should wait for cars, the location of fire hydrants, spaces for parking automobiles, etc. The use of these white lines has had a marked influence in making chauffeurs and pedestrians exercise more care, and has greatly reduced street accidents. People no longer cross between the blocks as they used to do, for one thing, about 90 per cent. of the accidents from this cause having been eliminated.

The keeping of the white lines on the pavement is not as costly or as troublesome a matter as might be expected. Frequent marking is naturally required on streets with heavy traffic, but on other streets the lines will last for months. The paint used consists of cheap white lead, whiting, gloss, oil, gasoline and ultramarine blue. It is applied to the pavement by means of a lawn tennis court marker, with a three-inch paint brush inserted in the distributor, the apparatus being carted round on a motor truck.

The near side car stop is in use in Detroit and at each stop a safety zone is marked off by a white line about 60 feet long and 6 feet wide from the car steps, or 7½ feet from the outer rail, extending from the nearest crosswalk back to where the rear step of the car comes. In this safety zone persons can stand or walk or get on and off cars in perfect safety, even in the most crowded streets. For while such a zone is occupied, no vehicle dares to run over the white line, and the chauffeurs are now so well trained in observing the rule that posts and signs are seldom needed as a warning. Except on very narrow streets, automobiles are permitted to pass between a car stop and a curb, but only at half the legal speed. In order to keep this space clear, no vehicles are allowed to stand along the curb for a space of 75 feet opposite car stops. When streets are too narrow to provide both safety zones and passing spaces, vehicles must then stop 6 feet back from a street car at rest.

Safety zones were at first indicated by traffic signs with red targets properly inscribed. These signs were frequently struck by vehicles, as they could not always be seen, and several damaged radiators were the result. As chauffeurs became more careful, such conspicuous

*This article originally appeared in *The American City*, New York.

signs were hardly needed, and they also were in the way when vehicles wished to pass over a safety zone at times when no cars were stopping and no passengers were waiting in the street. So the signs were removed and their place taken by a mushroom-shaped base of iron, weighing about 55 pounds, secured in the pavement by a spike, the words "Safety Zone" being cast in the top of the metal. The base is corrugated on top and offers no obstruction to vehicles like a sign.

Street Semaphore Set for Through Traffic

Street Semaphore Set for Cross Traffic

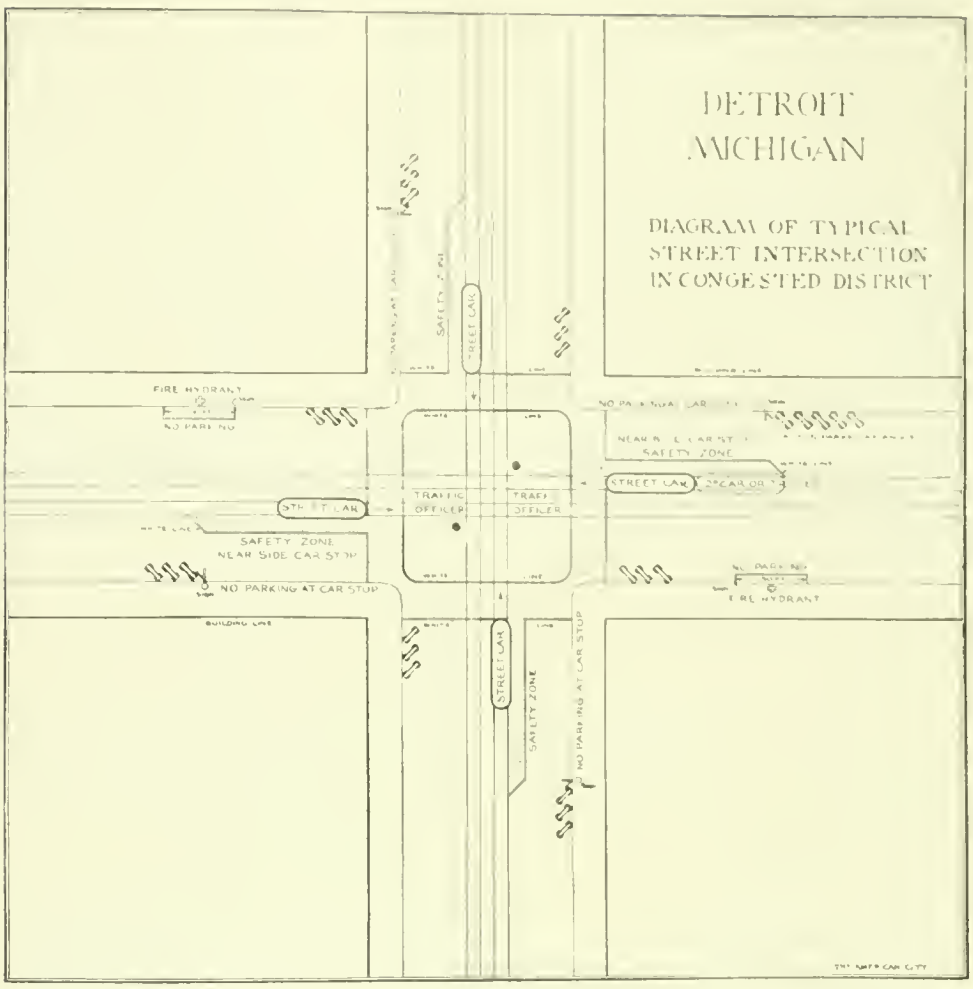
For the purpose of making clear to the public all the special traffic rules in Detroit as they apply to each local case, various kinds of street signs are used, each one having painted on a target at the top a simple but clear explanation of what is meant. This method of instruction is much more reasonable than trying to put every regulation into an unchangeable ordinance and then to expect every chauffeur and driver to remember the rule for each place. The Detroit ordinance is a very broad and general one, giving the police department wide discretiona- [illegible] without the [illegible] need of new [illegible] allowing con[illegible] without [illegible] dran[illegible] fic signs [illegible]

Safety Zone at Near-side Car Stop

are often too obscure, with perhaps merely an arrow on them meaning nothing to the uninitiated. In Detroit each problem is studied and then appropriate signs are painted to suit the need of each place and to explain whatever rule is made.

The Detroit signs are used to mark safety zones; locations of hydrants; whether to park automobiles parallel to the curb or at an angle; time limit on parking; places where no parking is allowed, as in front of theaters and car stops, and along certain congested blocks; dangerous street car intersections warning to lock cars on leaving them; public automobile stands; the direction of traffic on boulevard divisions one-way streets, etc.

The troublesome problem of the left hand turn has been solved in Detroit. Vehicles wishing to make the turn wait in line near the center of the street, and are not allowed to mix in with other traffic as in New York, where unregulated turning sometimes blocks all traffic for a time. When the traffic direction is changed in Detroit, then the waiting vehicles make the left-hand turn before the cross traffic starts to move, thus getting quickly and completely out of the way. One little



improvement is needed here in the Detroit plan, viz., a change in the old rule that a vehicle going to the left should pass beyond and around the center of the intersection. Instead, the turn to the left should be made just before reaching the center of the street, this plan enabling two sets of vehicles, coming towards each other, to make the left-hand turn at once without blocking each other as they do under the present rule. Right-hand turns can be made at any time in Detroit, another improvement tending to keep traffic moving.

In some cities persons who prefer to drive their own cars or cannot afford a chauffeur, are deprived of riding to and from business because no public parking space is provided where they can leave their cars during the day. While this deprivation may appear to have an advantage in reducing the use of the streets, it is a question whether it really does so, because the automobiles of those who are driven to business must immediately go back to their garages, using the same street four times a day at the rush hours, against twice for cars stored in the business section. Detroit provides special public parking space, Cadillac Square holding no less than 300 automobiles at one time, arranged in four rows, with three passageways for getting in and out of the Square. Vehicles can also be parked parallel to the curb in two rows on each side of the Square, but only for an hour at a time.

In the enforcement of the Detroit traffic regulations, Police Commissioner Gillespie has shown much good sense and an occasional touch of humor, which has helped in giving publicity to the work, and in teaching the needed lessons to offenders. Automobiles found parked in forbidden places were sometimes towed away to Cadillac Square, where they were kept until reported stolen by the anxious owner, who, on recovering his car generally remembered what to do another time. Cars with dazzling headlights have been held up at night and the offending lamps dimmed on the spot with white paint. Such measures, however, are no longer needed, and now the chief question is where to improve and extend the system.

Some of Detroit's Traffic Signs

New Export Regulations

Secretary of the Treasury McAdoo on Wednesday signed new export regulations of far reaching effect designed to furnish the Government with an immediate and accurate statement of exports. The new procedure, after being promulgated at the different custom houses throughout the country, will be put into operation Jan. 1 next.

Worcester's South American Opportunity

A Chance for Our Machine Tool Builders, To Not Only Render This City Internationally Famous, But to Trade Mark Their Product on the Minds of the Men Who Are to Control All of the Industrial Destinies of Latin America

ONE of the most interesting visitors that has come to Worcester in many weeks was Mr. J. A. Massel, special agent, Department of Commerce, U. S. A., who came here during the so-called heated term, this year something of a misnomer by the way.

Mr. Massel is not only an interesting individual to meet, well informed, a world citizen and a world traveler with an international mind and a charming personality, impressing you from the start that he knows where the goal is for which he is headed, but he possesses another asset of great value to Worcester: He has just returned from South America, where he has been studying for months the machine tool and its possibilities for our manufacturers.

There is probably no class of men in the United States engaged in foreign trade who are so skeptical as to the wisdom of cultivating the South American in his native lair as the machine tool builder of the United States.

You can interest him in European Russia easily; you can actually interest him in the Orient as a trade possibility, but when it comes to South America he is, one and all, individually and collectively, jointly and severally, from the darkest and most benighted recesses of Pike County, Missouri.

Mr. J. A. Massel
Special Agent Department of Foreign and Domestic Commerce

And yet Mr. Massel makes so bold as to say their machine tools can be sold in South America, that they have been sold there and that they will be sold there again.

"While I was in Buenos Aires," said Mr. Massell, "an invitation was extended to me, as representative of the United States Government, to inspect the National Industrial School. I did so, and was surprised not only at the extent of the equipment, but at the large attendance. There are something like five hundred students from all parts of Argentina taking special studies with practical instruction in the use of machinery and machine tools. These young men upon graduation go out into all sections of the Republic and take responsible positions."

Mark this, however: Mr. Massel has an interesting sidelight to throw on the environment in which these young men learn their trade: "With only a few exceptions," he says, "all of the machinery installed in the school's industrial plant is from Germany or England, *most of the German machinery having been donated by German firms.* The German manufacturers have been farsighted enough to appreciate the value of having their machines in this school, *as the students becoming familiar with the German types, invariably call for them later on when they are superintendents or managers of large industries.*

"The United States manufacturers have only a very small representation among the models installed. I believe this lack of exhibits is a serious thing for our manufacturers from a commercial point of view. The school is under the control of the Argentine Government and its graduates are a highly trained class of men, the natural industrial leaders of the country."

But—and this is a big 72-point Roman black faced but—there is still an opportunity for the United States manufacturers to reach these youthful Latin-American engineers while their minds are in the plastic stage of adolescence before they have been hardened into the cast iron molds of German prejudice and insularity.

Not all the machinery in this school is of German make and, furthermore, there is an opportunity for the installation of other tools that are made by us, made better than anybody else on earth can make them and they can be installed right alongside the German product. Listen to what the Hon. Eduardo Latzina, Director of the National Industrial School, writes Mr. Massell in this connection:

Buenos Aires, Feb. 3rd, 1915.

Mr. J. A. Massel,
Special Agent, Department of Commerce of the U. S. A.

Dear Sir,—

With reference to the visit that you paid to this Institute in company with Engineer Alberto Schneidewind,—a visit at which I was unable to be present owing to illness in my house—and also referring to the conversation which you held with the Vice-director of the establishment with reference to the products of the United States industries being represented in the Technological Museum attached to the School, I have much pleasure in addressing you the present letter making a few obser-

vations in this respect which might be of use in case North American manufacturers should resolve to make exhibits. The objects to be exhibited might take the form of actual machines, models of machines or of civil engineering works, tools, construction materials of all sorts, etc. It is understood that these exhibits would be donated to the establishment whose Directorate would take charge of exhibiting them in the most convenient manner, as has already been done in the cases of other donations. The School Directorate, for its part, would arrange to get such exhibits through the Customs free of charge, and would pay for the installation of the exhibits in the Museum.

In accordance with your request I have pleasure in forwarding you herewith a list showing the various models and samples of materials that would be suitable for exhibition. In the case of models of machinery it would be an advantage to send them fitted with electric motors for operation on 220 volts continuous current in order to be able to exhibit them in actual operation. Other machine models might be presented with cuts to show plainly their internal construction.

In another list are given the machines that are actually in use in the school for the practical instruction of the pupils. From this list you will note that we are short of internal combustion motors and freezing machines (which are very important for this country). In the attached plans the space reserved for the hydraulic laboratory is shown. I think that this would be a good opportunity for the various North American factories to combine in the equipment of this laboratory, which would thus constitute an eloquent testimony of the technical development reached by that great country. It is understood that such an installation would have to be carried out according to the plans that this Directorate would supply. It would be a matter of equal interest to form a Hall for the exhibition of models of agricultural machinery and tools used in the working of the land, as this would be an especially attractive exhibit for the public since in this country agriculture is the most productive of our industries.

I also attach various photographs of the School building itself, the Museum, Cabinets and the Workshops.

Very truly yours,

(sd) EDUARDO LATZINA,

Director.

NATIONAL INDUSTRIAL SCHOOL

LIST OF METAL WORKING MICHINES ACTUALLY INSTALLED IN THE FITTING SHOPS

1—Planing machine (Rich. Hartmann, Chemnitz) 1400 mm. Travel.
1—Mortising machine (Rich. Hartmann, Chemnitz).
1—Vertical milling machine (Rich. Hartmann, Chemnitz).
1—Horizontal milling machine (Cincinnati Milling Mach. Co.)
1—Lathe (S. W. Putnum's Sons, Fitchburg, Mass., U. S. A.) 200 mm. high by 3000 mm. long.
1—Large lathe, special for pulleys and wheels (R. Hartmann) up to 1000 mm. diameter maximum.
1—Lathe 240 mm. high by 3000 mm. long.
1—Small lathe (Rich. Hartmann) 180 mm. high by 800 mm. long.
1—Small lathe (Britannia Co.) 150 mm. high by 1400 mm. long.
1—Radial boring machine (made in the School).
1—Large lathe (made in the School) 260 mm. high by 1800 mm. long.
1—Small lathe (made in the School) 180 mm. high by 1200 mm. long.
1—Metal saw (Selig Sons Neuthal Co., London).
1—Lathe (Schuchard) 180 mm. high by 1200 mm. long.
1—High speed drilling machine (Rich. Hartmann).
1—Large drilling machine (Rich. Hartmann).
1—Drill sharpener (Fried. Schmalz, Offenbach).
1—Emery wheel (Naxos Union, Frankfort).
1—Threading machine (Wells Bros. Co., Greenfield, Mass.) $1\frac{1}{4}''$ to $1\frac{1}{2}''$ thread.
1—Shaper (Geo. Juengst & Sons, Groton Falls, N. Y., U. S. A.) 500 mm. travel.
1—Adjusting machine (Gin Milling Mach. Co., Cincinnati, U. S. A.)
1—Planer (Rich. Hartmann, Chemnitz) 500 mm. travel.
1—Large North American drilling machine.

LIST OF WOOD WORKING MACHINERY ACTUALLY INSTALLED IN THE CARPENTERS' SHOPS

1—Endless saw (The Egan Co., Cincinnati, Ohio, U. S. A.)
1—Circular saw (Guillet & Fils, Auxerre, France).
1—Planer, horizontal.
1—"Tupi" machine.
1—Planing machine (Kirchner, Leipzig).
1—Lathe (The Egan Co., Cincinnati, Ohio, U. S. A.
1—Grooving machine, vertical (Maschinenfabrik Koppel, Chemnitz).
1—Grooving machine, horizontal (Maschinenfabrik Koppel, Chemnitz).
1—Tool sharpening machine (Stanserede-Fabrikera, Aktisbelae).
1—Circular saw (made in the School).
1—Wood cutting machine (Nogroni Bros.)
1—Fret saw (The Egan Co., Cincinnati, Ohio, U. S. A.)

LIST OF MACHINES FOR TESTING MATERIALS

1—Hydraulic press (J. Ameler Laffon & Sons, Schaffansen) 20 tons capacity.
1—Lathe, $880\frac{3}{4}$ mm. high by 1800 mm. long.
1—Hammer (Steinbruck & Schenelzer).
1—Valve testing machine.
1—Michaeli apparatus.
1—Double hammer Tetmayer.

MODELS AND SAMPLES OF MATERIALS THAT MIGHT BE SHOWN IN THE TECHNOLOGICAL MUSEUM OF THE INDUSTRIAL SCHOOL OF THE NATION

MECHANICAL SECTION:

a) Models of wood and metal working machinery. Hand tools and equipment for working these materials.

b) Models of forges and fittings for smithy work. Models of shearing, punching and bending machines. Models of mechanical and steam hammers. Stamping presses. Models of melting and tempering furnaces. Model of laminating machine.

c) Models of furnaces for iron and brass foundries. Tools used in these foundries. Models of moulding engines.

d) Samples of the various raw materials employed in the iron industry. (coal, minerals, amalgams, etc.)

Metallurgical products, from the first process of the melting up to the special tool steel, dynamos, etc. Sample of residue, and refractory materials. Photographs of modern furnaces and metallurgical operations. Samples of the alloys used in the North American industry, with the composition of each sample, its point of origin and its most appropriate uses.

Samples of mineral lubrificants, and organic lubrificants used in the North American industries, in special containers for exposition, some 30 centimeters high, showing the composition of each sample, the factory which makes it and its particular use.

Samples of canvas, cotton and leather belting, with accompanying data showing strengths.

Details of belt joinings.

Wire, canvas and cotton cables of all kinds for power transmission, and telodynamic conveyance.

Natural and artificial emery, in powder, on paper, in paste and on cloth. Carborundum.

Asbestos, in all its forms.

Packing for various motors.

Samples showing sections of iron work employed in general construction work. Samples of every number should be sent. It will be sufficient in the larger sections that the samples supplied should only have a thickness of one centimeter in order to avoid excessive weight. It would also be well to nickel the exposed portions of the sample to insure its retaining an attractive appearance in the exhibition.

c) Models of boilers and steam engines, with distribution of couplings, valves, cocks, etc.

Models of gas engines, and internal combustion engines.

Oil burners.

f) Models of pumps, accumulators and hydraulic presses.

Models of boring engines, refrigerating machines, air compressors, ventilators, hot air pumps, etc.

g) Models of traction engines, agricultural machines, and special tools for agricultural work.

h) Models of locomotives, railway coaches, railway trucks, cattle trucks, gravel trucks and refrigerator trucks. Models of points and crossings, and signals. Models of automobiles and motors for same.

Models of tramway coaches.

i) Models of irrigation works. Models of dredgers, for use on land and on water. Models of floating docks and dry docks. Models of dock gates. Models of ports.

j) Models of road bridges and railway bridges. Travelling cranes and bridges for shops.

k) Models of special engines and installations for the following industries: Sugar mills, dyeing works, wine making, weaving and spinning, tanning, paper making, flour mills, chemical works, mechanical bread making, laundries, mining, distilleries, glass making, soap, candles and oil making, models for engines used in the manufacture of effervescing drinks.

Models of brick and lime kilns.

ELECTRICAL SECTION:

Samples of cables for all classes of electrical currents.

Samples of materials employed in light and power installations.

Electric lamps of all kinds.

Instruments for measuring electric current.

Tools for electricians.

Accumulators; Electric batteries.

Electric heating appliances.

Alternating and direct current dynamos and motors. Electric traction motors. Special dynamos for the lighting of railway coaches.

Telephones; telegraphic apparata.

Special instruments for medical purposes.

BUILDING SECTION:

Samples of construction material and material used in finishing buildings (timber, bricks, cement, concrete blocks, glass, paints, insulating materials, special materials employed in plastering and partition work, expanded metals, etc.

Models of pipes and general fittings for sanitary installations.

Ventilating and heating appliances for houses.

Models of elevators and good lifts.

Models of special installations of fire extinguishers.

Models of special appliances for interior house cleaning.

Here is an opportunity for Worcester to make herself internationally famous as a machine tool centre.

Worcester has what has been claimed by some critics to be the finest trade school in the world. However that may be, one thing is certain: in it can be found machine tool after machine tool made in Worcester by the father of the boy who is learning to run it. These boys are making splendid journeymen when they leave the school, *and they are naturally mighty loyal to Worcester tools.* The idea is a splendid one, but why not carry it farther? If it's a good advertisement for Worcester in North America, what's the matter with an advertisement of the same kind in South America?

In this school in Buenos Aires it will be noted Cincinnati machine tools show up strong. Why not Worcester?

A great many of the products specified by the Director are made in Worcester, and if our manufacturers, the Norton Company, the Richardson Manufacturing Company, the lathe and planer and drill men, the grinders and shapers, and all the others interested and affected and benefited by such an exhibition would join in, we would make a display that would convince our South American friends that there was only one place in this hemisphere where machine tools could be made, and that place was Worcester, Massachusetts, U. S. A.

Somebody has said, by the way, that there wasn't any market in South America for machinery and particularly for machine tools. In the week ending August 28th last there were shipped $72,858 worth of lathes alone from New York to South America, customary against none one year ago. While of all kinds of machinery, agricultural, electrical, mining, milling, etc., there were shipped $796,173 worth against $280,357 worth one year ago. An increase of almost 200 per cent. a week is some progress for a country that has never been regarded with favor as a consumer of heavy duty machinery.

Somebody is going to get that market!

WORCESTER A QUARTER CENTURY AGO

October, 1890

Worcester-Spencer Electric Railway

Much interest was caused in this city on October 3, 1890, by the announcement that the establishment of an electric street railway from Worcester through Leicester to Spencer was practically assured. The capital stock required was put at $250,000. Of this amount $200,000 was already subscribed at the time the announcement was made public.

The directors were Hon. Samuel Winslow, then mayor of the city, and Thomas M. Rogers, of Worcester, Edwin L. Watson and William F. Whittemore, of Leicester, Charles N. Prouty, of Spencer, and W. B. Ferguson and Thomas T. Robinson, of Boston.

The road was constructed in the few weeks following the announcement, as the capital stock was quickly subscribed. It eventually became what it is today—the Spencer line of the Worcester Consolidated Street Railway Co. At that time, however, it was a big step forward in the inter-town rapid transit communications of Worcester County, and provided one more net work in the ramifying lines of trolley roads which have since made Worcester into one of the busiest trolley centers of all the county metropolis cities in the East.

Prominent Men Removed by Death

Three prominent citizens of Worcester were removed by death during October, 1890, each one leaving behind a large circle of friends to mourn his passing away.

Most prominent of the three was ex-Mayor Dr. Frank H. Kelley, who died October 25. He was the eighteenth mayor of Worcester, and for twenty years was in public life. He served twice in the municipal executive chair, completing his second term in 1881. He had a long and large practice as a physician.

Constable Charles N. Hair, aged 59 years, died on October 19 at his home at 94 Austin street, from heart disease, aggravated by the strain of going to Philadelphia and parading with the Worcester Continentals, of which he was a member. He was constable from about 1866 to 1872 and again from 1872 until his death. He was also a deputy sheriff and for a time was keeper of the county jail. He served in the war in the Fifth Massachusetts Volunteers. He was a native of this city.

Principal Charles C. Woodman, of the Ledge street public school, died suddenly on October 26. He was principal of the school from 1872 until the day of his death. He was a native of New Hampshire. Mr. Woodman was mourned by numerous former pupils, as well as the pupils of the school at that time.

Bigelow Gift to 'Tech

H. H. Bigelow, a public-spirited citizen of Worcester, made a gift of much valuable machinery and special tools used in the manufacture of rifles, to Worcester Polytechnic Institute early in October, 1890. He stipulated that the gift was intended for use in connection with the establishment of a trades school or trades working department as part of the institute's plant. The value of the gift was somewhat over $100,000.

Odd Fellows' Celebration

Ten thousand Odd Fellows and their friends were in Worcester on October 8, 1890, for the cornerstone laying of the Odd Fellows' Home, the construction of which had been begun only a short time previously. There was a parade of rare interest, divided into three sections, made up of the patriarchs militant, the subordinate encampments and the subordinate lodges.

Marching through Main street in uncertain weather, the Odd Fellows were everywhere greeted with acclaim. The sidewalks were crowded with spectators, while the showing of patriarchs militant in their bright uniforms and the subordinate lodges from all parts of the state was impressive.

The parade disbanded beyond Lincoln Square, the Odd Fellows then being taken in trolley cars to the home, located on its present site on Asnebumskit road. The cornerstone laying there took place in charge of state officers. Ceremonies of interest to the Order followed in the evening.

Worcester Gas Co. Consolidation

Hearings were held in Boston beginning October 9, 1890, before the State Commission on Gas and Electricity on the petition of the Worcester Gas Light Co. for permission to generate and sell electricity as well as gas in its plants in Worcester. This petition followed the steps taken to consolidate the Worcester Electric Light Co. of those days with the Worcester Gas Light Co.

In the previous month the consolidation had practically gone through by vote of the Electric Light Company. Stockholders of that concern, after meetings to explain the proposition, had voted to turn over a controlling number of shares to the Gas Company.

The hearings before the State Commission were necessary to make possible the joint operation of gas lighting and electric lighting plants for the consumers of the city by the Worcester Gas Light Co. Several hearings were held and the whole matter of the consolidation was gone into with much detail. The commission in the end granted the petition.

County Truant School Plans

Preliminary action for the building of a county truant school was taken on October 14, 1890, when the County Commissioners voted to purchase from Mary J. Mason for $2200 a farm located in West Boylston, near Oakdale. On this property, containing 23 acres, a building was eventually erected, and the farm was utilized to give the boys kept there a chance to do outside work.

State W. C. T. U. Convention

In Trinity M. E. Church October 15, 16 and 17, 1890, took place the seventeenth annual state convention of the Woman's Christian Temperance Union. The state president, Mrs. Elizabeth S. Tobey, of Boston, presided. The convention comprised business sessions and gatherings for inspirational addresses.

EDITORIAL REFLECTIONS

Success of the War Loan

PROFOUNDLY gratifying is the announcement that is made as THE WORCESTER MAGAZINE goes to press that the terms have been arranged on which the Anglo-French banking combine are to obtain $500,000,000 credit in this country.

The stresses that are being placed daily on our national life as well as on our individual life; on our national patriotism and cool-headedness, as well as our individual patriotism and cool-headedness, are of no moderate and easily withstood type.

It is not strange that men should go to pieces under the strain, even men of whom we expect bigger and better things. These are literally the times that try men's souls. There is little time to deliberate on matters of even the most momentous importance. We are called upon to decide almost instantly questions that two years ago would have been debated for months and then laid, not on the table, but under it. We awake every morning expecting to find a new war on the door mat or on the breakfast table. For weeks our diplomatic relations with two of the belligerents have been such that only President Wilson's forbearance has prevented this country hot footing it into the war zone. He certainly has had provocation enough to strike, and to strike hard, and it has almost seemed at times as if not patience but prudence had ceased to be a virtue.

In the meantime foreign exchange, particularly the pound sterling was going to the bottom like an American submarine and this, too, despite allopathic doses of gold cure heroically administered by J. Bull to Uncle Sam at frequent intervals.

It was evident to all of our financiers, as well as to those of France and England, that something must be done and that right speedily to stabilize exchange unless our commerce was to come to a standstill. The terms upon which this vast mass of credits have been accumulated are extremely favorable to American investors, the security behind the loan is unquestioned, the integrity of the underwriters is absolute, the result incalculably beneficial.

It was our duty as good citizens, as shrewd financiers, but principally and above all as patriots to see that this loan now underwritten was quickly subscribed and oversubscribed. For that will not only stabilize exchange and hearten the men who are fighting our battles as well as their own "somewhere in France," but it will evidence to the world our moral support of human freedom and a square deal. In our great Civil war it was the gold of the North quite as much as it was the men of the North that saved the Union from dissolution and destroyed human slavery. In the present conflict the Nation with the longest purse will throw the heaviest sword into the scales of justice on the day of final accounting. [illegible] was wont to say that God fought at the side [illegible] battalions, but under God there is no [illegible] for any nation than gold, and yet more [illegible]

We [illegible] era of high taxes in this country—nat[illegible] and local. It is a self-evident fact known to [illegible] and financier and tax gatherer at any rate that people will pay high taxes cheerfully only as long as they themselves are making money easily. One way for us to make money easily and to go on making money easily is to put our money as a nation out at interest at as high rate as possible on perfectly good security.

The loan to the Allies is a long step in this direction. Irrespective of where our sympathies and hopes may lie as to the final outcome of the atrocious struggle now going on in Europe this loan is a life saver, not only to the Allies but to American business and American business men, and if we are canny we shall go on subscribing, not only to this loan, but to those that may follow it during the war and after the war. The world's necessity is America's opportunity, and from the standpoint of our development as a great commercial nation, it is certain and positive that our merchants and bankers can have no more profitable motto than the one adopted so many years ago by honest John Wesley, "the world my parish."

Movement of Foreign Commerce

THE following letter received from the Honorable Secretary of the Department of Commerce is published for the information of all our members and their compliance with its recommendations is herewith suggested:

DEAR SIR:—

The Department of Commerce is investigating prevalent conditions created by the European war, affecting adversely the movement of foreign commerce.

It will be helpful if you will communicate this fact to those of your members interested in foreign trade, with the request that they submit to the Department, supporting details of all instances where their efforts to secure ocean freight have been hampered, and the causes thereof.

Cases where shipments have been refused ocean space, or where the sale thereof was prevented by the imposition of increased ocean freight charges, or onerous shipping requirements, are particularly desired; the names and address of buyer and seller, copies of pertinent correspondence exchanged between them and the steamship agents directly connected therewith, and copies of ocean contracts ultimately made, is the character of data desired.

Such information will be treated in confidence and will not be made public without the assent of those furnishing it.

It is hoped you will urge upon your members the desirability of availing of this invitation to assist in and thus materially advancing the work of this investigation.

Respectfully,

WILLIAM C. REDFIELD,

Secretary.

Chamber of Commerce,
Worcester, Mass.

WORCESTER CHAMBER OF COMMERCE
WORCESTER, MASSACHUSETTS, U.S.A.

"IN THE HEART OF THE COMMONWEALTH"

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The Traffic Bureau

Traffic Manager
JOSEPH H. LANE

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HENRY A. ROUSSEAU

The Bureau of Mercantile Affairs
WILLIAM J. CONLON, *Secretary*

September Directors' Meeting

Officials Resume Sessions After Regular Summer Recess—Action on Worcester and Norwich Barge Canal Progress—Other Matters

The meeting of the Board of Directors held Thursday evening, September 9, 1915, at 8 P. M. Hon. J. Lewis Ellsworth, President, in the Chair. On motion of Mr. Inman it was voted to dispense with the reading of the records of the last meeting of the Directors. The records of the various meetings of the Executive Committee held during the summer recess were then read and approved. The President stated that if there were anything in the records of the Executive Committee that the members desired to discuss there was an opportunity at this time, but nothing appearing a communication from the Circuit Tree Planting Committee was read for information.

An invitation was then read from the Fourth National Housing Conference to this Chamber, requesting us to appoint delegates to the meeting to be held in Minneapolis, October 6, 7 and 8. The President was authorized to appoint a delegate to said conference if any member of the Chamber desired to attend at his own expense.

A letter was received from Walter E. Smith having to do with Welcome signs and Farewell signs to be erected on the borders of the city for the benefit of visiting automobilists. It was stated by Mr. Blanchard the Rotary Club had already erected signs of this sort in various sections of the city and he felt the undertaking should not be taken out of their hands. This was the sentiment of the Directors.

A lengthy communication was received from Major G. B. Pillsbury, Department of Engineers, United States War Department, with reference to the possibility of constructing a slack water canal from Norwich, Conn., to Worcester, a preliminary examination and survey of the country in question having been authorized by the River and Harbor Act of March 4, 1915. The communication asked for an analysis of the commerce of Worcester and Webster, the two towns in this state most intimately benefited by the project, and the Secretary read a digest of the same prepared by Traffic Manager Joseph H. Lane.

The Directors were unanimously of the opinion that this Chamber should do everything that lies within its power to assist Major Pillsbury in securing the information that he desires and to forward the project in every way possible, and the subject was therefore referred to the Transportation Committee as one of its regular items of business.

Major Pillsbury requested in his letter that a conference be arranged with this organization to learn our views in the premises, and it was voted to hold such a conference and to invite thereto the Mayor and City Government of Worcester, the town authorities of Webster and the officers of the Webster Board of Trade, and that the President and Secretary take such steps as to them seems desirable in order to secure the co-operation of the City Government of Worcester and the town authorities of Webster in making this canal project possible.

The Secretary read a large mass of correspondence from the Secretary of the President, the Secretary of the Navy, and commercial organizations, Senators and Congressmen, having to do with the resolutions prepared by this Chamber protesting against the present unprepared condition of our military and naval establishments. These letters were, as a whole, entirely sympathetic with the contentions of this Chamber, and promised their assistance and co-operation with Congress in an attempt to remedy this defect.

There was brought up for discussion the complaints that had been received in the Secretary's office from members of the Chamber protesting against the lax method in use in this city at the present time in the collection of garbage. The Secretary stated that protests had been received by him complaining that in some quarters of the city the garbage was not collected for days and that there seemed to be widespread discontent and dissatisfaction over existing conditions. The Directors were a unit in the belief that the time had arrived when the City Government should take immediate and thorough-going steps to remedy this evil, lest an epidemic break out in the community, and it was finally voted that the Secretary be instructed to write a letter to the City Government requesting it to take the necessary steps at once to provide under proper auspices and supervision the sanitary collection of garbage in Worcester, and to pledge the Mayor our support in any efforts he may make in that direction.

Adjournment followed.

Building Operations

City	August 1915	August 1914	Per Cent. Gain	Per Cent. Loss
Albany	$249,745	$479,685		48
Akron	499,010	602,315		17
Atlanta	370,600	372,033	..	..
Baltimore	449,923	1,012,846		56
Birmingham	137,615	314,549		56
Buffalo	1,175,000	950,000	23	
Cedar Rapids	125,000	282,000		56
Chattanooga	46,540	116,270		60
Chicago	9,513,150	5,769,450	65	
Cincinnati	3,048,475	1,128,060	170	
Cleveland	1,987,520	2,318,470		14
Columbus	544,895	647,325		16
Dallas	155,117	220,175		29
Dayton	403,890	111,643	262	
Denver	179,810	150,620	19	
Des Moines	150,500	111,150	36	
Detroit	3,217,490	2,353,345	37	
Duluth	262,051	238,023	10	
East Orange	83,368	43,210	93	
Ft. Wayne	176,530	153,800	14	
Grand Rapids	281,765	268,677	5	
Harrisburg	29,325	101,275		71
Hartford	528,934	185,990	184	
Indianapolis	463,972	572,436		19
Kansas City	725,830	527,395	38	
Lincoln	133,015	136,865		3
Little Rock	101,798	83,313	22	
Los Angeles	1,001,980	2,081,396		52
Louisville	203,930	426,860		52
Manchester	206,765	137,255	51	
Memphis	273,295	175,660	55	
Milwaukee	1,073,659	673,729	59	
Minneapolis	1,031,070	943,975	9	
Nashville	84,843	91,441		7
Newark	569,441	3,196,233		82
New Haven	440,274	500,567		12
New Orleans	246,708	236,910	4	
New York City	16,201,843	11,268,535	44	
Oklahoma	86,820	99,115		13
Omaha	350,610	521,065		33
Paterson	182,827	221,958		18
Peoria	114,810	253,081		55
Philadelphia	3,993,625	2,642,810	51	
Pittsburgh	740,265	1,127,069		34
Portland	728,970	409,390	78	
Richmond	197,019	183,410	7	
Rochester	772,174	808,457		4
Salt Lake City	213,300	480,045		55
San Antonio	181,260	170,050	6	
San Francisco	970,090	1,415,271		31
St. Joseph	103,428	93,623	10	
St. Louis	932,446	797,165	17	
St. Paul	1,066,026	646,923	65	
Schenectady	143,774	96,368	49	
Scranton	88,779	185,388		52
Seattle	454,960	1,565,525		58
Shreveport	41,585	79,506		48
Sioux City	258,975	223,485	16	
Spokane	50,335	31,585	59	
Springfield, Ill.	109,500	72,800	50	
Syracuse	404,000	256,948	57	
Tacoma	53,378	139,460		61
Toledo	747,083	490,047	52	
Topeka	66,719	20,399	227	
Troy	82,465	51,275	61	
Utica, N. Y.	235,985	86,670	172	
Wilkes-Barre	55,032	58,391		6
Worcester	534,538	679,672		21
	$60,113,453	$52,790,472	14	

Local Bank Clearings

The continually increasing prosperity of Worcester is reflected in the monthly report of the Worcester Clearing House Association for the month of September just closed. Bank clearings for the month totalled $11,132,381, a net increase of $1,503,439 over the same month in 1914.

The daily clearings for September, 1915 and 1914, follow:—

Bank Clearings

Sept.	1915	1914
1	$365,488	$388,192
2	474,321	320,984
3	434,245	299,362
4	603,971	353,996
7	436,383	369,146
8	352,791	367,523
9	346,013	383,295
10	415,171	467,442
11	381,727	448,293
13	601,633	448,337
14	483,529	387,314
15	474,359	489,876
16	407,500	472,497
17	513,629	338,900
18	471,748	387,014
20	394,423	423,555
21	466,473	396,061
22	430,648	335,574
23	434,077	340,640
24	326,052	381,370
25	365,162	401,654
27	403,062	444,480
28	487,446	354,334
29	390,464	270,156
30	472,066	365,629
Total	$11,132,381	$9,628,942

Stamp and Envelope Sales

Stamp and envelope sales at the Worcester Postoffice showed an increase in September, 1915, as compared with the same period in 1914. The total sales for the month just closed were $43,498.65, against a total of $41,307.74 in September, 1914, a net gain of $2,190.91.

National Marine League

Germany has 135 miles of seacoast, but in thirty years she has built up the second merchant marine of the world. The United States has 8000 miles of seacoast and has been going backward fifty years in her merchant marine. To change all this there is in operation the so-called National Marine league, according to *Chicago Commerce*, with big men pushing it. Its president is T. H. W. Ross and with his are such names as Belmont, Morgan, Billings, Carnegie, Dollar, Elliott, Edison, etc.

It is held by the league that the United States needs a secretary of marine in the cabinet; a maritime commission to codify laws. The Kaiser, Bismarck and the Krupps organized the German marine league and got all Germany enthusiastically working for ships.

The American people must learn to esteem and not speak lightly of the so-called ocean "tramp," remembering that 80 per cent. of England's trade moves in "tramp" ships. Our principal need, so the league holds, is the smaller ship which can make frequent sailings to Europe, South America and the Orient. It is these ships that handle freight cheaply, more so than the liners which carry passengers.

The South American Situation

A Few Additional Thoughts on This Greatest of All Foreign Markets for American Goods—How To Get the Business

By Special Agent S. S. Brill

From an Address Before The Hardware Club of Chicago

I am glad to have this opportunity to speak to you in a body, because it makes it possible for me to point out once and for all—at any rate, here in Chicago—that foreign trade is no different from domestic trade; that the same problems confront the manufacturer who seeks export business as the manufacturer must overcome who is extending his domestic business into a territory where formerly he had no trade connections.

And let me emphasize this The time has come when the United States must establish a permanent foreign trade in manufactured products, because while our population has only increased at the rate of about 30 per cent. since 1900 the value of our manufactured products has more than doubled, and if indeed we are not already producing far more now than we can consume the date is not far distant when we shall have serious trouble if we do not provide for an outlet of our surplus in manufactured wares, and the place to find that outlet is naturally in countries where we can sell to the best advantage, both at the present and in the future. With this I mean that while a certain quantity of our finished products will no doubt always be sold in Europe, our greatest opportunity lies in the countries which are as yet in a state of development, such as the Latin-American countries, where there is bound to be a tremendous increase in population and progress in all directions during the next decades.

That all thinking men who are giving serious consideration to the development of our country in an industrial sense are beginning to realize the importance of the development of our foreign trade is evident from the great interest which is being shown in what has been done during the past twelve months.

NOW IS TIME TO ACT

If ever there was a time for the American manufacturer to extend and build up a permanent trade in South America, not under abnormal conditions, which benefit only a few, but under conditions which are favorable to the United States—that time is unquestionably the present. But it must be remembered that to acquire and establish a big business with our sister nations in the southern part of America a great deal of preliminary work must be done.

PROPER BANKING AND SHIPPING FACILITIES

If the United States expects to develop her trade with South American countries to its fullest capacity, the problems of banking and transportation facilities must be worked out. At the present time our exports are shipped in boats belonging to our German and English competitors or at least controlled by interests friendly to them. Until quite recently every shipment went through the hands of bankers who were directly interested in our competitors' advancement. Our manifests, bills of lading, invoices, etc., all had to go through banking offices in these countries which were established by our competitors in Germany and England and are maintained for the purpose of controlling the business. You can easily imagine what this means, by taking an analogous case of a manufacturer in this country having to do his banking in a bank owned by a competitor and being forced to send his invoices for merchandise sold, through this bank. What show would this manufacturer have of establishing himself in a territory where the competitor didn't want him to do business?

The recent establishment of American banks in Buenos Aires and Rio de Janeiro, with prospect of several more to be opened in other important trade centers, has meant a great step forward, because it has created a feeling of confidence among the South American business men that at last we are really in earnest in our expressed desire to enlarge reciprocal trade relations with them. And incidentally, it has become possible for American manufacturers to do business without letting their foreign competitors know what they are doing, nor how they are doing it.

The fact that we are now on the way to make ourselves independent of London, England, or other European financial centers, so far as collection of bills is concerned, is not the least important factor in our favor, for with American banks in operation in the more important trade centers American manufacturers will be able to secure reliable credit information, which up to the present has been somewhat difficult to obtain.

With these two important factors settled in a manner that will recommend itself to the man of careful, yet progressive thought, the next point to consider is the plan of the campaign which the American manufacturer must conduct to establish and maintain a profitable business, and here I wish to again emphasize the fact that so far as establishing a profitable trade with Latin-America is concerned your problem is exactly the same as that which confronts a New England manufacturer of builders' hardware who has never gone beyond Ohio, but who has decided to broaden out and take in the western states.

MUST KNOW WHAT THE PEOPLE WANT

Such a manufacturer, if he is wise, will first investigate conditions in general; then class and rating of dealers; the quality of merchandise in his line that is used there; the possibilities of introducing a better grade, perchance; the cost of doing business in that new territory; freight rates and length of time required to make delivery; basis and terms upon which competitors are doing business there, and many other important features must be carefully investigated and considered.

And after all that has been done, the New England manufacturer must make up his mind that his first year will most likely not pay expenses in the new territory, because he must demonstrate to the wholesalers and retailers there that his product will be in demand. In fact, he must often actually create a demand for his product, and that costs money.

To accomplish success in South American you manufacturers must go after the business in exactly the same way you meet competition in this country—you must want to sell your goods, you must show your prospective customer that there is a market for them with reasonable profit for him, and you must know every detail of the cost to the customer to have the goods delivered to his store. Then, when you get his confidence, you can

do business with him, and build up a permanent trade.

American manufacturers have gone into South America with their finely finished articles and hoped to compete with the goods furnished by Germany, France and England. Often these articles were not adapted to the special needs of those people. American prices were higher, naturally, and the people wouldn't buy. If you want to get that trade revise your methods of doing business down there; furnish what the people want, not what you think they ought to want, even if you have to make new dies and molds. The quantity of the business will more than justify your change.

Of course, it is not to be forgotten that the actual work in South America must be done through men who know their field; who not only speak Spanish and Portuguese, but who are conversant with the customs and conditions; who have "made good" as salesmen. But it is just as important to have men in charge of your export departments here in the United States who will not disregard information and instructions sent in by the men in the territory. Too often business has been lost because factory superintendents and packing foremen have failed to adhere to the conditions stated in the order.

CREDIT TERMS NOT EXTRAORDINARY

Before I close, it may be well to say a word about credit terms. There seems to be an altogether erroneous impression that South America is a country of "long terms." But as a matter of fact, most merchandise is sold on the same basis as here—that the merchant should have the goods in his store about five weeks before payment is due. The only difference is that a South American shipment requires about seven weeks for delivery into stock, allowing for transit and customs delays, while here it takes not much over ten days on an average.

The South American dealer in hardware, by the way, stands remarkably high in financial circles. It is certainly something to be proud of that during all the troubles and monetary stringency of the past two years in South America not a single important failure has been registered in hardware circles, and, in fact, many of these importers to whom some American manufacturers are afraid of shipping a thousand dollars' worth of hardware, are big enough to buy and pay for these same manufacturers' plants.

Current Events

General

Sept. 6. Summer home of Associate Justice George R. Stobbs at New Boston, Conn., destroyed by fire, loss over $10,000.

Annual convention of Young Men's Hebrew Associations of New England brings over 300 delegates to Worcester.

New England Fair attracts over 40,000 people on opening day.

8. Mrs. George S. Ladd, of Sturbridge, first woman to be appointed a member of the State Board of Agriculture.

12. Dr. Arthur Gordon Webster, professor of physics at Clark University, appointed a member of U. S. Navy Advisory Board [illegible] Secretary of Navy Josephus Daniels.

[illegible] convention and 15th anniversary of L'Union St. [illegible] L'Amitié with 500 delegates opens in Worcester.

19. Rev. [illegible] Gus Berue, of Grafton, longest settled Unitarian [illegible] United States, resigns after 54 years' continuous service.

20. City Planning Board and City Officials plan several safety zones for pedestrians in center of business district.

24. Atty James H. Woertendyke principal speaker of Prohibition "flying squadron" which opens two days' meeting before large audience in Union Church.

27. Hon. James Logan selected as presiding officer for National Council of Congregational churches meeting in New Haven, October 22.

28. Rev. C. H. Hill Crathern announces intention to resign pastorate of Park Church to devote entire time to lecture work in connection with exhibits of Darius Cobb's picture, "The Master."

City Affairs

Sept. 5. Tax lists of assessors for 1915 made public show William H. Sawyer to be largest individual taxpayer with total of $23,021.36; American Steel & Wire Co. largest payer for corporations with $102,952.86.

7. School Committee at first fall meeting decline to take immediate action on recommendation of Private Schools and Truancy Committee for $1000 appropriation for vocational guidance bureau.

Public schools open with an attendance in excess of 26,000.

Girls' Trade School opens for season with registration of 190.

13. Board of Aldermen confirm appointment of James A. Healey as sealer of weights and measures.

Appointment of six new sergeants named a few weeks ago confirmed.

16. Eneas Lombard, oldest patrolman in point of service in Police Department applies for retirement on pension.

17. Mary G. Powers certified by Civil Service Commission for appointment as woman police officer.

Municipal draft for August bills totals $321,364, a decrease of $15,217.43 from the same month in 1914.

21. Joint primaries give Hon. Samuel McCall, republican candidate for governor, a plurality of 1295 in Worcester.

23. Committee on Water recommends orders totalling $9439 for water pipe extensions.

Financial statement of city to September 1 shows net debt of city to be $9,836,967.22, an increase of $187,116.06 over the same period in 1914.

30. Public bath houses at Lake close for year, total of 61,010 registered at men's bath house alone.

Industrial

Sept. 1. Beaver Block, 976 Main street, assessed value $34,900 sold by Mrs. Elnora M. Riendeau to John B. N. Soulliere.

2. Managers and assistant managers of United States Envelope Co. have conference at Worcester offices.

11. Employees of Norton Companies have field day at Greendale attended by over 6000.

15. Mr. Dana D. Barnum reelected president at annual meeting of Worcester Gas Light Co.

23. Henry D. Temple elected secretary and John P. Coghlin, a director, at annual meeting of Electrical Contractors' Association of Massachusetts.

26. Registration at Worcester Polytechnic Institute totals 537.

29. Louis Fielding buys apartment block at 70 Summer street from Ida Feingold, assessed value $24,900.

Necrology

Sept. 7. At her summer home in Gloucester, Mabel Isabel (Symons), wife of John Bowler, president of Bowler Bros. Ltd., of this city.

At Colorado Springs, James Mahoney, formerly of teaching staff of Classical High School.

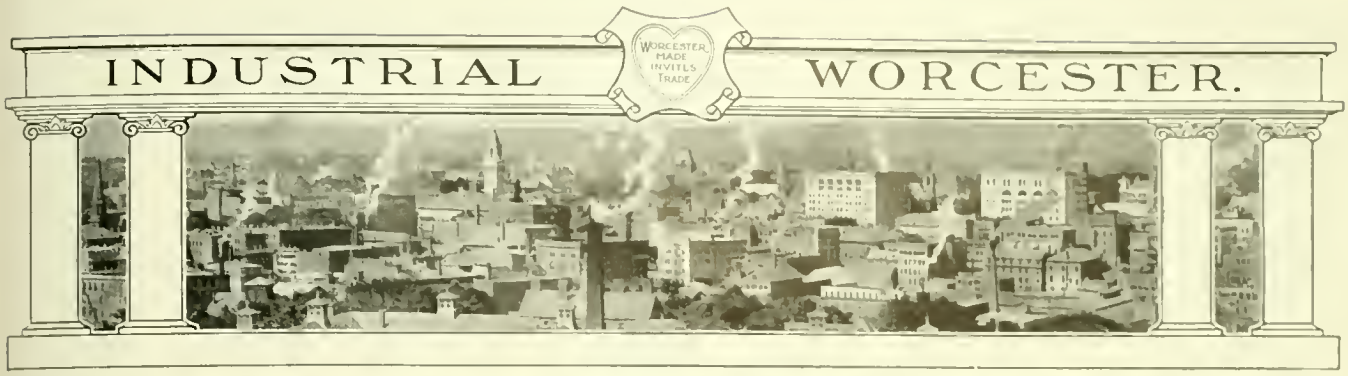
12. At his home, 4 Randolph road, John Elbridge Sinclair, Ph. D., professor emeritus of higher mathematics at Worcester Polytechnic Institute, aged 77 years, 5 months and 14 days.

22. At his home, 223 Salisbury street, Dr. John Merrick Bemis, proprietor of Herbert Hall Hospital, aged 55 years, 8 months and 8 days.

23. At his home, 167 Pleasant street, Ward P. Delano, widely known architect and member of firm Fuller and Delano, aged 64 years, 8 months and 11 days.

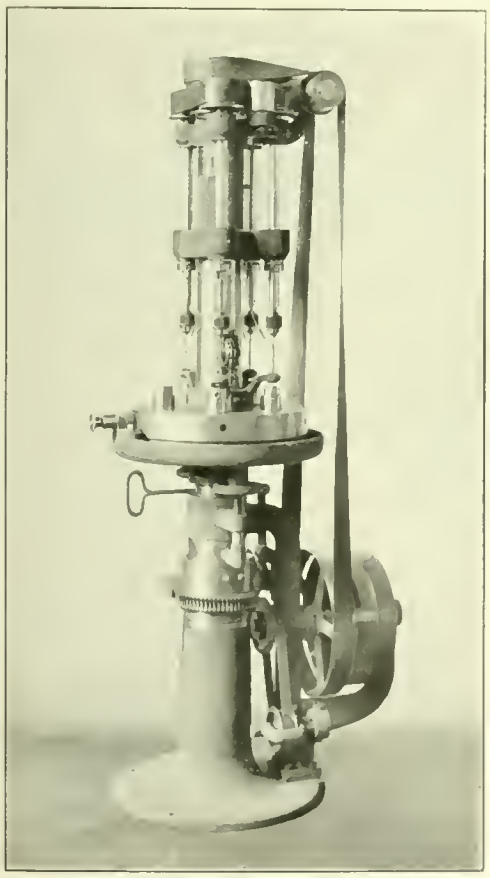
30. At Memorial Hospital, Miss Amy L. Boyden, 19 years instructor at Worcester Normal School, aged 58 years.

At Rome, Italy, Capt. F. H. Holmes, U. S. N. retired, native of Worcester and navigating officer of U. S. S. Baltimore, at battle of Manila, aged 57 years.



The Bemis Semi-Automatic Four Spindle Drilling Machine

A semi-automatic four-spindle ball bearing drilling machine for drilling the four clearance holes in threading dies and similar work is being placed on the market by Edgar W. Bemis, Worcester, Mass.



THE BEMIS DRILLING MACHINE

The work table has five chucks so that one chuck is open to the operator for placing and removing work, while the four drills are in operation. This semi-continuous method of operation is the distinctive feature of the machine in connection with its capacity to bore holes in a circle of small diameter with one setting of the work.

In operation the piece to be drilled is placed in the chuck on the front of the table, then the lock pin is drawn and the table is revolved to the first spindle. While the table is rising and the first piece is being drilled, the operator is placing the second piece in the next chuck. The machine has a rated capacity of 1800 threading dies, 5/16 in. thick, per day. The lock pin, which locks the work table to the lifting table, can be so located by a simple attachment as to allow the chuck center to be moved from the center of the drill. On the size of machine illustrated, this permits drilling four holes in any circle up to 3½ in. in diameter.

The work table is supported on ball bearings on the lifting table, which moves up and down to feed the drills into the work. The lifting table is sustained by lifting rods, located under opposite sides of the table, which travel on rolls on cams fastened to a worm gear, which revolves around the post, being driven by gears on the main driving shaft. The worm gear and lifting cams rest on ½-in. balls. The contour of the lifting cams governs the depth of work which can be drilled. Small hand wheels on the threaded portion of the lifting rods are employed to adjust the table to the drills. A handle conveniently placed on the side operates a sliding clutch on the worm shaft for stopping and starting the feed.

The chucks are mounted on work spindles which have keyed to them gears meshing with a gear fastened to the hub of the lifting table. As the work table is rotated to bring the piece successively under each drill, these spindle gears index the work to the proper position for drilling. The shank of the chuck is drilled halfway through its length so that the drill can be put up on the shank, then adjusted to the proper position.

A stud in the top of the post supports a cone pulley, of which the top section receives over idlers a belt from the main driving pulley, the bottom section carrying an endless belt, which travels around the four pulleys on the drill spindles, the belt being kept tight by idlers on opposite sides of the post.

An oil chamber is cored around the head back of the spindle bearings and drip valves are tapped into it from which pipes carry the oil to each drill. A pump driven from the main shaft supplies the oil chamber.

Charles A. Estey Paper Co.

Charles A. Estey Paper Co., Worcester, has been incorporated under the laws of Massachusetts with a capital stock of $20,000 to carry on a general jobbing business. It has leased a portion of the third floor in the Burgess Lang building, 54 Commercial street, from the Dennison Manufacturing Co., which has been fitted up, and the company has begun business.

The president and treasurer of the corporation, Charles A. Estey, lives in Framingham, and the past eight years has been vice president of Stone & Andrews, Inc., paper dealers, 270 Congress street, Boston, with which he has severed his connection. He is president of the Framingham Country Club, and widely known to the paper trade in New England.

The other two incorporators and directors are Henry S. Dennison, Framingham, treasurer of the Dennison Manufacturing Co., and George C. Scott, Boston. The clerk of the corporation is Arthur Woodbridge.

The company will have a Boston office at 31 Milk street. Roy E. Knight, 39 William street, will be salesman for the new company. The Dennison Manufacturing Co. will in no way be connected with the company. Mr. Estey intends to live in Worcester.

Worcester Contractors Active

J. W. Bishop Co.

J. W. Bishop Co., general contractor, 109 Foster street, has signed a contract for the erection of the west dormitory, a $250,000 fireproof structure, for Wellesley College, to be built on College Hall Hill, Wellesley, and to replace one of a group of buildings destroyed by fire in the spring of 1914.

The work was figured by some of the leading builders in New England and the competition was close.

The new dormitory will be the second to rise from the ashes of a widely-known New England educational institution. The first is known as the east or tower court, the new dormitory, which has been opened recently and which is very near completion.

The contractor for this is George A. Fuller Co., of which J. Edward Fuller, 18 Brattle street, is vice-president and New England manager, and which company built the Park building and has done other large work in Worcester the past year.

This building was an anonymous gift, which included the furnishings of the public rooms, and cost approximately $450,000. It is the first of a series of three buildings to be built on College Hall Hill, and houses 195 students and 12 members of the staff.

Another building being erected at the College is a library, for which the Bishop Co. has the contract.

The west dormitory is to be gothic style, four stories high, with a double basement. The central wing will be 170 feet by 40, on either side of which will be wings 120 feet by 40 each. It will be of brick construction, with artificial stone trimmings. The foundations will be of reinforced concrete and the floors of oak and hard pine.

Work will begin at once by the Bishop Company, and it expects to have the building finished and ready for occupancy in August, 1916. The general contract given the company includes everything, and it will sublet contracts for heating, ventilating, plumbing and electrical work, which will amount to about $50,000. These will not be awarded for several months.

Coolidge & Carlson, Boston, are the architects for both dormitories. Other buildings are to be erected at the College, but it is not expected any more contracts will be given out this year.

Fiske-Carter Construction Co.

Fiske-Carter Construction Co., 11 Foster street, has been awarded a contract in connection with the enlargement of the Hogansville, Ga., mill of the International Cotton Mills Co., which may be equipped with Worcester made looms.

The contract calls for an extension to the present building, which will be two stories high, 271.6 feet by 105.4. At the other end the machine shop and cotton storehouses will be removed and in their stead will be built a four-story storehouse, 100 feet by 105.4, with modern mechanical equipment.

A 42 feet by 42, two-story wastehouse will be built by the Worcester company at the end of this new storehouse. Slow burning construction has been decided on for the new work.

The company, which manufactures cotton duck and allied products, is to practically double its capacity by the additions, which will call for the installation of about 5000 spindles and complimentary machines.

An order for the looms is said to have been placed with Crompton & Knowles Loom Works, but this is not confirmed. Negotiations are pending and it is considered more than likely that they will be favorable to the Worcester corporation, which furnishes most of the looms for southern cotton mills.

Norcross Bros. Co.

The Norcross Bros. Co., contractors and builders, is the lowest bidder on concrete for the construction of a marine barracks building for the United States Navy Department at Norfolk. Its bid is $199,800, which is about $8000 lower than its nearest competitor, of which there are but three.

Bids were received at the Bureau of Yards and Docks of the Navy Department at Washington recently. According to Worcester officials of the company, the Bureau has not awarded the contract, pending a decision as to which material, wood or concrete, will be used. In case concrete is decided on, the Worcester company expects to receive the contract.

ISAAK WALTON says: "Keep Busy--Either Pull, Bail or Cut Bait".

GOOD PRINTING has a Strong Pull.

The Davis Press, Inc.

25 Foster Street, Worcester

Telephone Park 537

The Heywood Golf Shoe

FOR SALE AT OUR RETAIL STORE

415 MAIN STREET

FINE DURABLE LEATHER, WITH STUDDED WATERPROOF SOLE AND HEEL AS ILLUSTRATED

HOWARD-WESSON-CO.
ILLUSTRATORS - ENGRAVERS
WORCESTER MASSACHUSETTS

The
COVER DESIGN
ON THIS
MAGAZINE
IS AN EXAMPLE OF
OUR DESIGNING and ENGRAVING

Send for us when you are about to prepare any advertising matter

Phone Park 2670 or 2671

If I Were a User of
COAL

I would keep my bins well filled all winter, replenishing my stock as fast as storage would permit, thereby carrying over for next season's use a considerable supply.

No. 1 of Ten Reasons Why

BECAUSE upon March 31, 1916, the present wage and scale agreement between the coal operators and miners expires.

If Not Convinced Ask for Our Leaflet for Nine Other Reasons

CLAFLIN-SUMNER
COAL COMPANY
THE NUMBER IS 9 PLEASANT STREET
Telephones: Park 2100, 2101, 2102, 2103, 2104
WORCESTER

Fall Weather Equipment for the Motorist—

ALSTEN & GOULDING CO. WORCESTER MASS.

WEED CHAINS, CLARK AUTO HEATER
FUR COATS
GLOVES AND ROBES

We have all the accessories you will need at this time of the year, as we carry the largest and most complete line of

AUTOMOBILE SUPPLIES

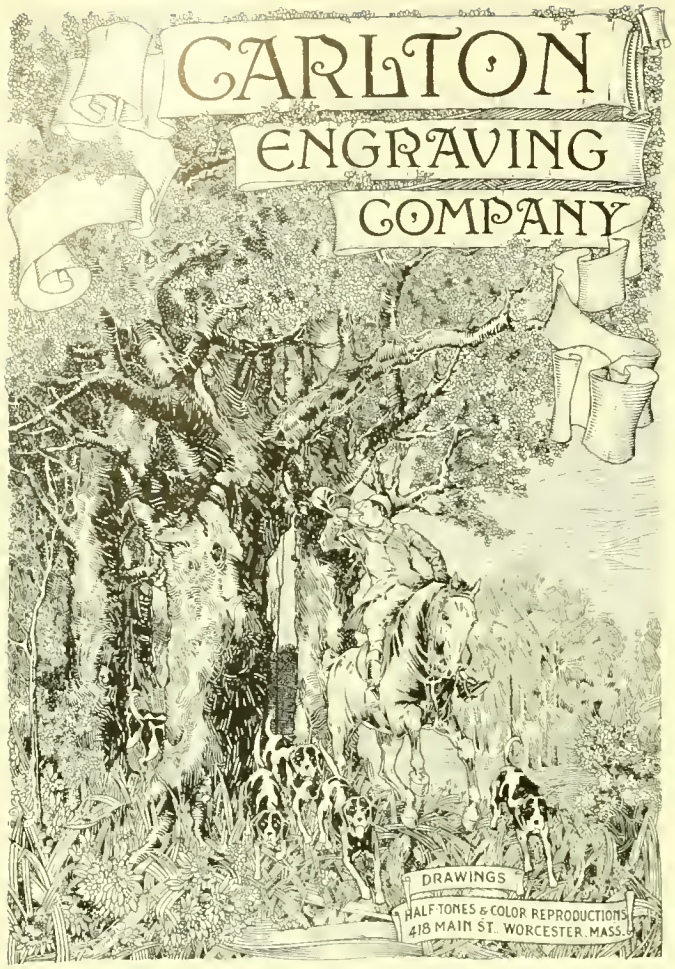
in Central New England, including all the leading makes of tires.

Alsten & Goulding Co.
36 Foster Street, cor. Waldo
The Rubber Tire Corner Worcester, Mass.
Oldest Established Tire Repairers in Worcester
Let Us Do Your Vulcanizing

WE CONSTRUCT
WITH CARE
PRIVATE
DRIVEWAYS
(Your Own "GOOD ROADS")

THE
GEORGE W. CARR
COMPANY
(H. C. WILSON)
CONTRACTORS
518 MAIN ST., WORCESTER

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication Worcester, City of Prosperity, invites your trade



People's Savings Bank

450 Main Street ∴ Worcester, Mass.

A Regular Savings Bank
Under strict laws of this Commonwealth

Deposits are received every Saturday Evening from 6 to 8 o'clock
In addition to usual hours

Banking by mail will receive prompt attention

CHARLES M. BENT, President
FREDERICK W. WHITE, Treasurer
GEORGE E. RYAN, Assistant Treasurer

Incorporated 1868

Worcester Trust Company

Capital, $1,000,000
Surplus and Profits, $550,000
Total Resources, $11,000,000

Transacts a General Banking business and authorized to act as Executor, Administrator, Guardian and Trustee.

Issues Letters of Credit, Foreign Exchange and Travelers' Checks.

Main Office,—342-344 MAIN STREET, STATE MUTUAL BUILDING
City Hall Branch,—12 FRANKLIN STREET, WORCESTER TRUST BUILDING
Lincoln Square Branch,—11 MAIN STREET

You will benefit thereby stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

The Company has been for seventy years, and is today, the leading exponent of the true principles of Pure Mutuality. The contracts issued embody every desirable feature known to modern life insurance.

Remember! No stockholders to make a profit on your insurance. The policy holders are the Company.

January 1, 1915

Assets,	$46,516,911.22
Liabilities,	43,315,986.56
Surplus,	$3,200,924.66

Insurance in force, $179,895,636

Barrett & Snow

General Agents

306-7-8 9-10 State Mutual Bldg.

Worcester National Bank

II FOSTER STREET

AMPLE CREDIT and COLLECTION FACILITIES

WOMEN'S DEPARTMENT FOREIGN EXCHANGE

SAFE DEPOSIT BOXES

JOHN E. WHITE, President S. D. SPURR, Cashier

F. M. HEDDEN, Assistant Cashier

You will benefit three by stating that you saw this advertisement in the PROGRESSIVE MAGAZINE — yourself, the advertiser and the publication.

Worcester, City of Prosperity, invites your trade

We Can Solve Your Teaming and Delivery Problems

BY THE NEW

ELECTRICITY PER MILE METHOD

We sell you Electricity in our own Special Batteries and charge you for the miles your vehicle runs

Write or Telephone us for particulars

Worcester Electric Light Co.

375 MAIN STREET

J. E. SMITH, Selling Agent

Telephone Park 1600

EXCELSIOR WIRE FENCES

When used to enclose factory properties will prove a valuable asset.

Permanency of construction—beauty—and absolute protection without shutting out the light are their three essential characteristics which appeal to every manufacturer. Let us give you estimates and more information on this modern factory fence.

WRIGHT WIRE COMPANY

WORCESTER, MASS.

BOSTON
NEW YORK

PHILADELPHIA

CHICAGO
SAN FRANCISCO

[x]
You will be [illegible] that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication Worcester, City of Prosperity, invites your trade

CARL NORBACK CO.

MANUFACTURERS

PICTURE FRAMES MIRRORS & FURNITURE

BURGESS LANG BLDG. WORCESTER, MASS.

REGILDING OF OLD FRAMES AND MIRRORS

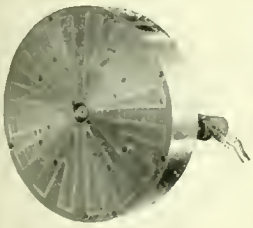
REPAIRING AND REFINISHING OLD FURNITURE

Worcester Machine Screw Company

Standard Screw Company Successor

Set Caps and Machine Screws and Special Parts

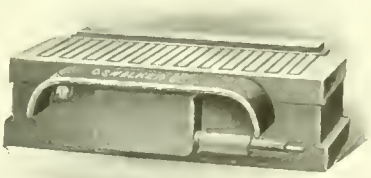
Worcester, Mass.



ROTARY TYPES

ROTARY MAGNETIC CHUCKS

from 6 inches to 6 feet in diameter



PLAIN SURFACE TYPE

FLAT MAGNETIC CHUCKS

from 10 in. to 8½ feet in length

GLOBE TOOL SHARPENER, made for Bench or Floor

Walker Magnetic Chucks

Rotary, Rectangular or Swivelling

Walker Grinding Machines

Universal Tool Room, Piston Ring or Flat Surface

O. S. Walker Co. Successors to O. S. WALKER & CO. and WALKER GRINDING CO. Worcester, Mass., U. S. A.

MANUFACTURERS OF ALL KINDS OF

Drive Chains and Sprockets

For Commercial Cars

We make a specialty of keeping in stock chains and sprockets for all kinds of standard commercial cars.

Chain Drives for Machinery

We are prepared to advise and quote on desirable chains and sprockets suitable for machine drives.

Baldwin Chain & Mfg. Co.

Worcester, Mass.

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication.
Worcester, City of Prosperity, invites your trade

Holmes Electro Foundry

19 CHURCH STREET
WORCESTER, MASS.

MANUFACTURERS OF

Quality Electrotypes in Copper, Nickel or Steel

Use Holmes Wet Lead Steel Faced Halftone-Electros and get results.
Give us a trial on your next order.

Telephone, Park 4790—4791

THIS LETTER SPEAKS FOR ITSELF

Worcester, August 25, 1915

The Commonwealth Press
Worcester

Gentlemen

I am directed by the Committee in charge of the Worcester Convention of the Massachusetts Highway Association to express our keen appreciation of the high-class manner in which you printed our book. We realize that in the makeup of this book there were many difficulties, and the manner in which your men surmounted them, and produced a clean-cut and tasteful book, is very pleasing to everybody who had any interest in the convention.

It is surely gratifying that we could have this work done in Worcester as well, if not better, than it could be done by any printing house.

Very truly yours,
JOHN W. ODLIN
Secretary, Worcester Committee,
Massachusetts Highway
Association Convention

THE ABOVE IS ONLY ONE OF MANY

Hotel Powhatan

WASHINGTON, D. C.

Penn Avenue, 18th and H. Streets, N. W.

Overlooking the White House Grounds. One Square from the State, War and Navy Departments. New and Absolutely Fireproof.
Refined Appointments, Excellent Cuisine.

EUROPEAN PLAN

Rooms, detached bath, - - $1.50, $2.00 up
Rooms, private bath - - $2.50, $3.00 up

Write for Souvenir Booklet with Map

E. C. OWEN, Manager

WIRE—SPRINGS
AND
WIRE SPECIALTIES

MORGAN SPRING CO.

WORCESTER, MASS.

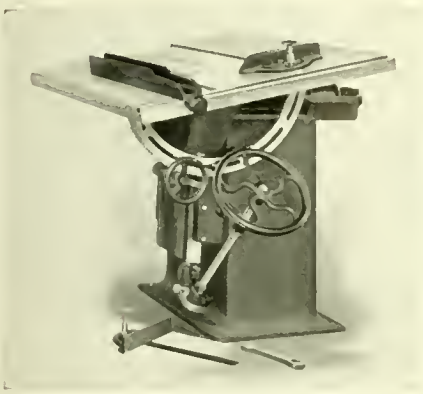
R. L. GOLBERT, Pres. and Treas. — A. B. TAYLOR, Vice-Pres. and Supt. — L. A. WHEELER, Secretary

54 Commercial Street
WORCESTER, MASS.

Boston Office
28 Lincoln Street

You will benefit three ways by [illegible] this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

Improved Circular Sawing Machine



With Solid Frame and Tipping Table

This machine is designed for ripping and cross-cutting and its application is almost unlimited. Size of table 2 feet 10 inches by 3 feet 8 inches. Weight, 850 lbs.

Price $100.00

Manufactured by

R. E. Kidder : 13 Hermon Street Worcester, Mass.

SHEET STEEL STAMPINGS

We make a specialty of sheet metal stampings and

Deep Drawn Work

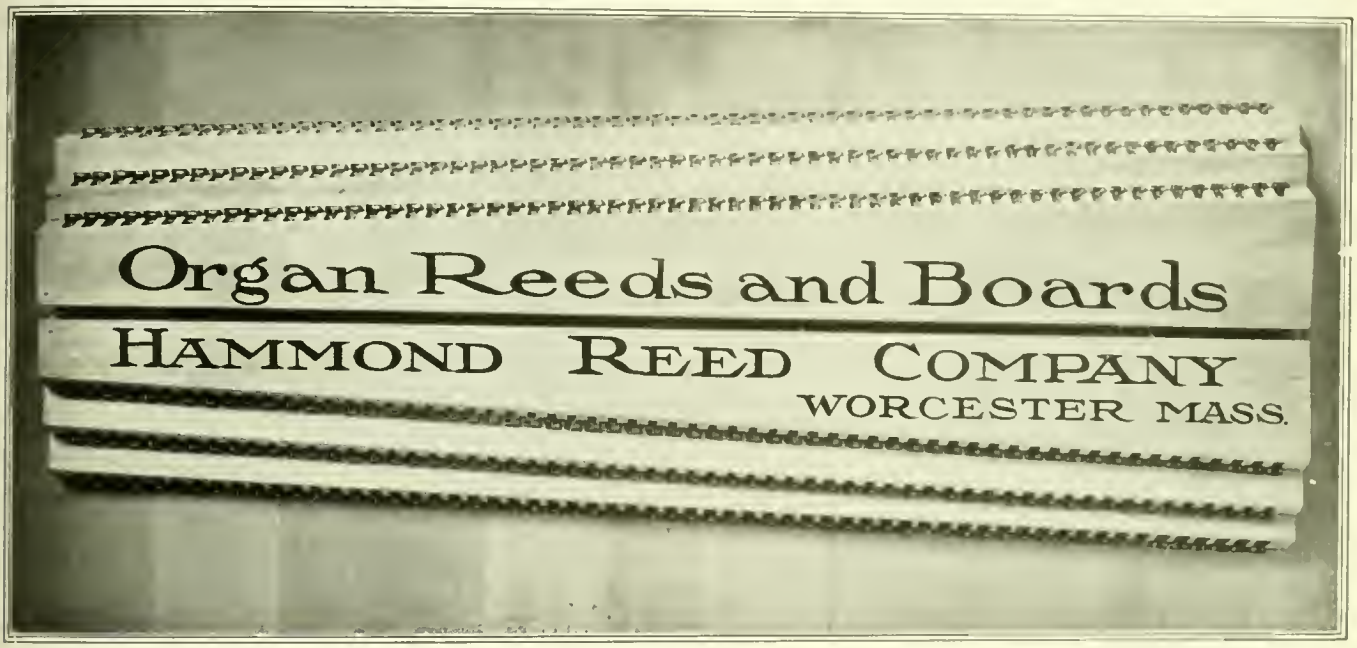
finished in Nickel, Brass and Copper.

LET US ESTIMATE ON YOUR WORK.

Case-hardening to meet particular requirements.

MATTHEWS MFG. CO.

Worcester, Mass.



Jackson Street Foundry

Light and Heavy

IRON CASTINGS

J. A. COLVIN, Proprietor

52 Jackson St. Worcester, Mass.

EVERY VARIETY

OF WOODEN AND PAPER

ALSO CLOTH COVERED BOXES

BOXES

One of the Most Complete Plants in Massachusetts

WILLIAMS & BRIDGES CO.

Manufacturers

72-86 Central St., Worcester, Mass.

Made in Worcester.

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication. Worcester, City of Prosperity, invites your trade

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Wright Wire Co. . . . x
Wyman & Gordon . . . Inside front cover

OUR New Invention in Printing would dignify your Business Stationery. People who never meet you form their impression of your business from the Printed Matter which they receive from your office.

Geo. W. King & Son

Makers of Distinctive Printing

Worcester, Mass.

Style 310

Burroughs Visible Desk Machine
$175.00, Direct from factory

WHY A BURROUGHS?

Because in its field it has no equal at any price.

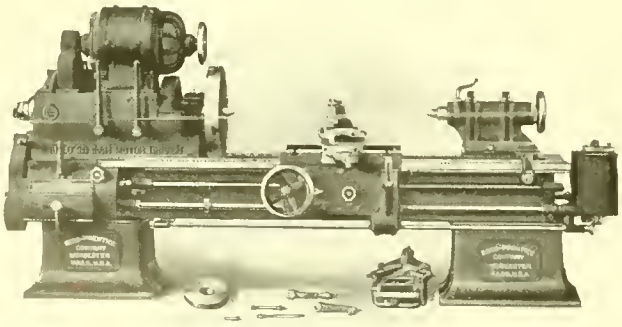
BURROUGHS ADDING MACHINE CO.

Builders of

Adding, Listing, Bookkeeping and Calculating Machines.

830 Slater Building
Worcester, Mass.

A photograph will aid your salesman, if the goods are too heavy to carry



E. B. LUCE

EXPERT PHOTOGRAPHER OF MACHINERY

WALKER BUILDING

TELEPHONE

Standard Foundry Co.

IRON FOUNDERS

Special attention given to the Manufacture of High Grade

Machinery Castings

TAINTER AND GARDNER STREETS
WORCESTER, MASS.

Made in Worcester.

You will be [illegible] saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

WHEN YOU NEED OFFICE HELP

Call upon our Employment Department and we will place you in touch with office assistants that are carefully trained and fully competent to fill the position.

You will, in this way, secure the right kind of help without any inconvenience or delay, as we never recommend a student unless we are sure of the requirements of the position.

Experienced and inexperienced office help furnished without charge to either employer or employee.

C. B. POST, Proprietor

Worcester Business Institute

Telephone 5218

476 Main Street :: opposite City Hall

VERITAS — CERTIFIED PUBLIC ACCOUNTANTS — NEARD — PRODUCTION ENGINEERS

New England Audit Company

Incorporated under Laws of Massachusetts

Certified Public Accountants
Auditors, Industrial Engineers, Systematizers

FREDERICK J. HILLMAN, C.P.A
Pres. and Gen. Mgr.

CHARLES O. WALKER, C.P.A
Mgr. Audit Dept.

FRANK B. MESSINGER, C.P.A.
Mgr. Boston Office

WALTER M. CURTIS, S.B.
Mgr. Engineering Dept.

WORCESTER OFFICE
633 State Mutual Bldg. FRANK B. MESSINGER, C.P.A. Local Mgr.

SPRINGFIELD WORCESTER BOSTON

Does Your Business Require Any Of These Things?

Requisition Blanks
Shipping Manifests
Cost Sheets
Stock Sheets
Pay Roll Sheets
Production Reports
Freight Receipts
Sales Reports
In Fact
Blank Forms or Books of any Description

If so, we take pleasure in informing you that we make a specialty of printing these supplies. It will be to your interest to let us talk with you and show you samples.

Call us up "PARK 380"

BELISLE PRINTING & PUBLISHING COMPANY

112 Front Street Worcester, Mass.

Printers of the Worcester Magazine

TO LAY THE DUST

AMERICAN CAR SPRINKLER CO.
WORCESTER, MASS., U. S. A.

An ideal home using BROWNELL'S SPECIFIC for the speedy and permanent cure of Alcoholism and Drug Diseases. Patients usually return to their homes and business in from 24 to 48 hours.

Under the Brownell method the drug addictee is permanently delivered without the physical suffering accompanying other treatments.

"*The Conquest of Alcohol and Opium*" sent on application. It's good reading.

Worcester County Medical Institute Co.
15 Oread Street, Worcester, Mass.

You will benefit thereby by stating that you saw this advertisement in the WORCESTER MAGAZINE [illegible] Worcester, City of Prosperity, invites your trade

ALL GOOD—BAD *and* INDIFFERENT ROADS

WILL LEAD TO THE

INTERNATIONAL ROAD CONGRESS

at WORCESTER, MASS.

December 14, 15, 16 and 17, 1915

UNDER THE DIRECTION OF THE

Worcester Chamber of Commerce

AND THE PATRONAGE OF THE

American Road Builders' Association, the Massachusetts Highway Association and the Federal Government

Delegates from all the New England States, Canada, and England, Governors of the New England States, Mayors, City Engineers, Highway Commissioners, Selectmen, Etc.

Material Men and Exhibits from all over the United States in the Biggest Material Show ever held East of the Rockies.

Convention to be held in Worcester's Superb New Hotel, The Bancroft, and the Exhibition in the Auditorium adjoining.

The Worcester Magazine will be the Official Publication of the International Road Congress. For advertising space in Convention Number and Programme, address

HERBERT L. FISKE,
Advertising Manager,
Worcester Chamber of Commerce.

THE WORCESTER MAGAZINE

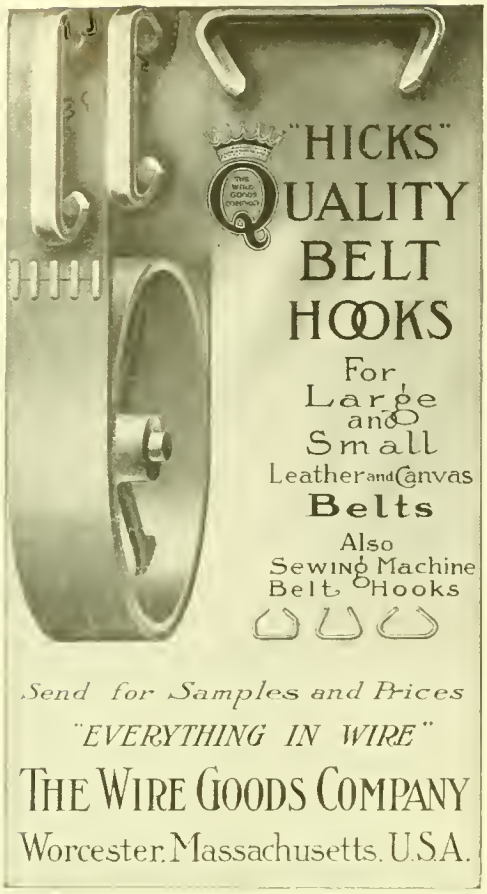
GOOD ROADS NUMBER

THE LIBRARY OF CONGRESS
SERIAL RECORD
MAY 19 1944

NOVEMBER 1915

15 Cents

Published by the Worcester Chamber of Commerce
WORCESTER, MASS
U. S. A.



A New Small Bore Shotgun

Particularly adapted for taxidermists and collectors, also an ideal gun for ladies and boys. The new .410 Shell and the popular .44 Caliber Cartridge are among the loads handled by this model.

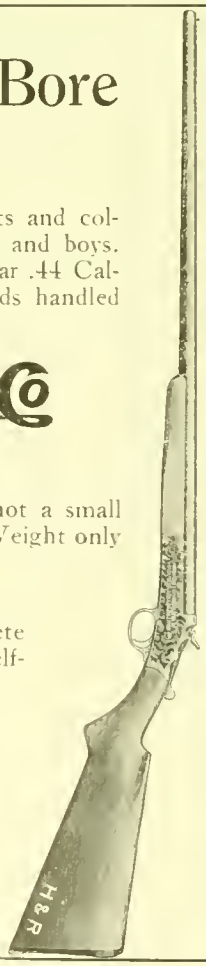
H&R ARMS Co

MODEL 1915

A small bore gun throughout, not a small bore gun on a 12 guage frame. Weight only 4 to 4¾ lbs.

Write for a Catalog of our complete line of Revolvers, Shotguns and Self-Loading Pistols.

HARRINGTON & RICHARDSON ARMS COMPANY
WORCESTER, MASS.
U. S. A.



The Samuel Winslow Skate Mfg. Co.

Worcester, Mass., U. S. A.

Makers of

WINSLOW'S Skates

THE BEST ICE AND ROLLER SKATES

THE BEST AND MOST WIDELY KNOWN SKATES IN AMERICA. THE BEST AND MOST WIDELY KNOWN SKATES THE WORLD OVER

STOCKS CARRIED IN

WORCESTER, NEW YORK, LONDON, BERLIN, PARIS, SYDNEY, BRISBANE, AUSTRALIA, DUNEDIN, AUCKLAND, WELLINGTON, NEW ZEALAND.

THE BANCROFT

WORCESTER, MASS.

New England's Latest and Last Word in Hotels

HEADQUARTERS FOR THE

INTERNATIONAL ROAD CONGRESS

DECEMBER 14-15-16-17, 1915

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication. Worcester, City of Prosperity, invites your trade.

Osgood Bradley Car Company

Worcester, Massachusetts

John E. Bradley, *President* New York Office, 170 Broadway

EXCELSIOR WIRE FENCES

Every playground needs a fence that will give the fullest measure of protection to the little ones without shutting out the light and air.

Excelsior Wire Fences not only insure their safety but being non-climbable and Rust-Proof will enhance the appearance of any recreation grounds.

Write us today for catalogue and estimates.

WRIGHT WIRE COMPANY

WORCESTER, MASS.

BOSTON
NEW YORK

PHILADELPHIA

CHICAGO
SAN FRANCISCO

You will benefit the advertiser by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

Morgan Construction Co.

Have Built for Rolling Steel Products

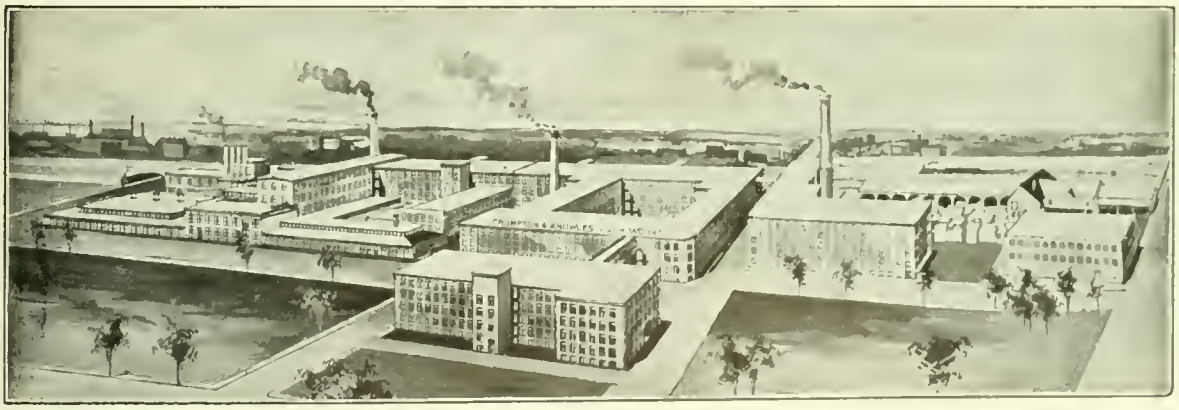
76 PLANTS

62 in United States

5 in Canada
2 in England
1 in France
1 in Austria
1 in Belgium
4 in Germany

MORGAN CONSTRUCTION CO. M C Co WORCESTER, MASS.

A LOOM FOR EVERY FABRIC



WORCESTER PLANT

Everything that may be woven by power—practically every kind of fabric used by civilized beings—is produced on looms built in these works.

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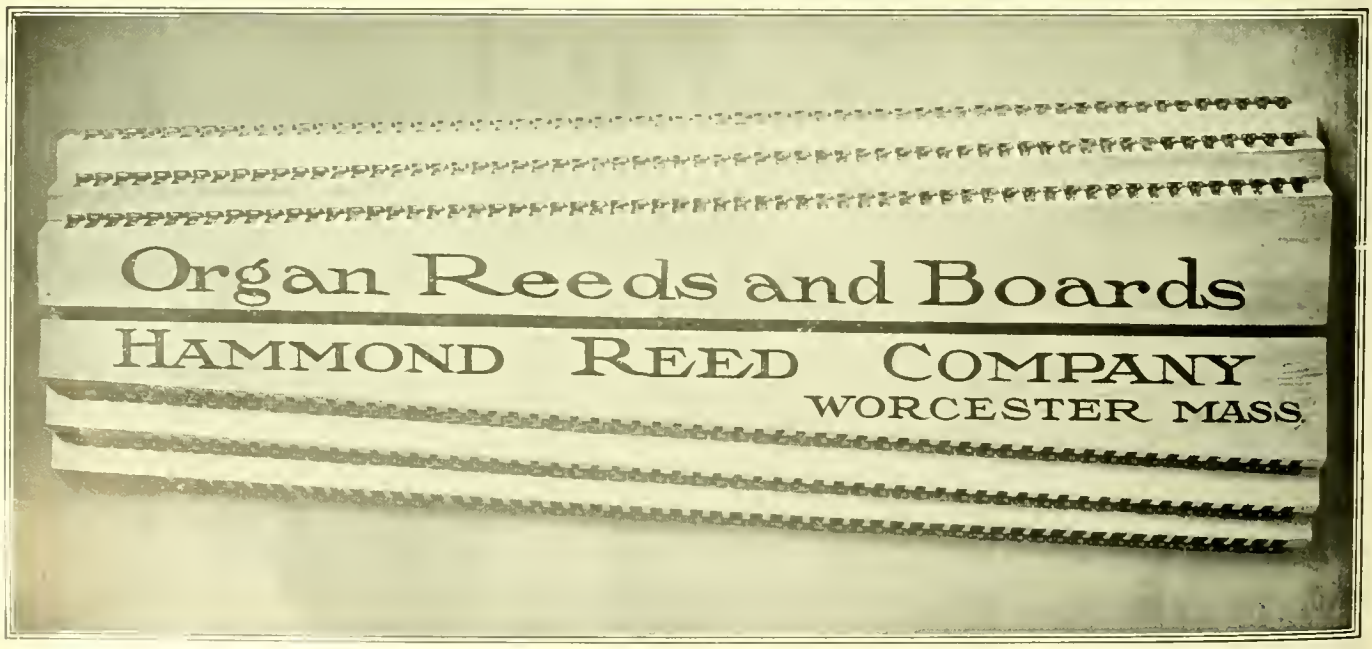

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THE WORCESTER MAGAZINE

VOL. XVIII NOVEMBER, 1915 No. 11

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1829

In addition to regular machinery steel we have in store three higher grades

BEST MACHINERY STEEL
LEAD SCREW STEEL
VIKING CRUCIBLE STEEL

If you are having trouble with any parts of your machines or want a better wearing steel, some one of these grades will undoubtedly suit you.
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Telephone, Park 4790—4791

THIS LETTER SPEAKS FOR ITSELF

Worcester, August 25, 1915

The Commonwealth Press
Worcester

Gentlemen

I am directed by the Committee in charge of the Worcester Convention of the Massachusetts Highway Association to express our keen appreciation of the high-class manner in which you printed our book. We realize that in the makeup of this book there were many difficulties, and the manner in which your men surmounted them, and produced a clean-cut and tasteful book, is very pleasing to everybody who had any interest in the convention.

It is surely gratifying that we could have this work done in Worcester as well, if not better, than it could be done by any printing house.

Very truly yours,
JOHN W. ODLIN
Secretary, Worcester Committee,
Massachusetts Highway
Association Convention

THE ABOVE IS ONLY ONE OF MANY

YOUR Civic Pride shouldn't be spread wholly on Main Street.

Your back alley would be more cleanly and sanitary if paved with Cement Concrete.

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The WORCESTER MAGAZINE

NOVEMBER - 1915

New England and Good Roads

Plans Already Completed for the Expenditure of Millions in Highway Improvements in this Richest of All Sections of the United States—How the International Road Congress Can Assist in the Work

IT is a source of gratification to the officers of the Worcester Chamber of Commerce, under whose auspices the International Road Congress is to be held in Worcester, December 14-15-16-17, to be able to present in this article communications from each of the Highway Commissions of the New England States. Not only are these contributions of utmost value for the information which they contain on the progress of road improvements in this richest of all sections of the United States; but from the promptness in which they came in answer to the Chamber's request for information and their most cordial tone, bespeaks a co-operation which, if no other agencies were co-operating, would assure the unqualified success of this great Good Roads Meeting.

New England, with her vast industries, her wholesale and retail trade, her shipping interests, her educational and scientific movements, all operating continuously, has had little time to boast of her work in the good roads movements. In fact, she might be said to have been lost and forgotten amid the blare of wonderfully affective publicity which has been part of the Good Roads movement of the Central and Western States. Yet, New England has not been neglectful of her highways. Every one of these six states has been doing things with characteristic New England conservatism. Each year has seen more money spent to improve old roadways and construct new ones. Still the various Highway Commissions of these six states could use, and use to the good advantage of their respective states, double the money they have available today and with the automobile demanding modern roadbeds as an economic necessity, as connecting link between communities, the Worcester Chamber of Commerce believes that the time for New England's real awakening to Good Roads extension work is at hand. Hence the International Road Congress.

The accompanying table shows in more or less general figures the amount of money expended under the direction of State Highway Commissions alone during 1915 and to be spent in 1916 and 1917 according to present plans—a total of $23,660,500 for the three years. This estimate is entirely aside from the millions that the various cities and towns will spend individually in highway maintenance and improvement. In Massachusetts alone the communities, according to last available figures, expended a total of $9,921,855—this for the

year 1913, *an amount approximately fifty per cent. greater than the total for 1911.*

Making due allowance for less thickly populated states, New England will undoubtedly *expend something like $75,000,000 on her highways* in the next three years.

AN ESTIMATE OF MONEY EXPENDED UNDER THE DIRECTION OF STATE HIGHWAY COMMISSIONS *ALONE* IN THE NEW ENGLAND STATES FOR 1915 AND TO BE SPENT IN 1916 AND 1917

	1915	1916	1917	Total
Massachusetts	$2,700,000	2,000,000* $2,700,000	$2,700,000	$10,100,000
Connecticut	2,125,500	1,250,000	1,250,000	4,625,500
Maine	1,200,000	1,250,000	1,250,000	3,700,000
New Hampshire	800,000	800,000	800,000	2,400,000
Vermont	750,000	750,000	750,000	2,250,000
Rhode Island	195,000	195,000	195,000	585,000
Total	$7,770,500	$8,945,000	$6,945,000	$23,660,500

*An appropriation by Legislature of 1915 for construction of 17 routes in the less thickly settled parts of five western counties of Massachusetts.

The Worcester Chamber of Commerce believes that with such highway plans in mind that engineers, highway superintendents, city and town officials, will all welcome an opportunity to rub elbows with the greatest road building authorities of the New World and learn from their experiences what types of roads are best adapted for this populous section of the country.

Such an opportunity is to be afforded through the International Road Congress here in Worcester. This city is the very heart of New England. It aspires for a greater New England and a more united New England and confidently believes from the following communications of the Highway Commissions that Good Roads is a matter of common interest—one that can weld New England solidly together and from which can spring co-operative movements in varied lines to maintain the supremacy of these six states.

Commissioners:
WILLIAM D. SOHIER, Chairman
FRANK D. KEMP, Secretary
JAMES W. SYNAN

FRANK I. BIELER
ARTHUR W. DEAN, Chief Engineer

The Commonwealth of Massachusetts
Massachusetts Highway Commission
15 Ashburton Place, Boston

Oct. 20, 1915.

For the last two years the State Highway Commission has had a million dollars a year available for the construction of State Highways and State Aid roads; $150,000 of that going into State Aid roads, the towns themselves having put up $100,000 to meet it. This same rate of expenditure is authorized for the next two years. We also spend nearly one million dollars a year in the oiling, repairing, and reconstructing of State Highways. We have about $200,000 a year from the motor vehicle fees which is available in the towns on the through routes.

The towns and counties have co-operated for the last year or two to a very large extent, with the Commission. I should think this year that the towns and counties were putting up of their own money some three or four hundred thousand dollars to go with our money. The figures are not yet made for this year. In a number of places where the counties are contributing the road is paid for one-third by the State, one-third by the county, and one-third by the town. Worcester County has co-operated in a large number of towns for the last two or three years. Middlesex and Norfolk have done the same, and so have almost all the other counties.

Last year the Legislature passed a bill authorizing the expenditure of $2,000,000 for the construction of seventeen routes in the less thickly-settled parts in the five western counties. The counties were to repay 25 per cent. of this amount, and when this money was repaid it was to be used either in completing those routes or in connecting other small towns with the main routes. These routes were all in the five western counties, about 160 miles of road.

You will find the road expenditures of the cities and towns in the Appendix, pages 130 and following (Annual Report). On page 141 you will find a summary of the character of the roads, showing that nearly 19,000 miles of road are improved, only about 4200 unimproved. I am merely mentioning this because while it is true that 11,000 miles of those roads are dirt roads, I think that they would be regarded as improved roads according to the standard of almost any other state in the Union of any size, as they are reasonably good country roads and have been surfaced generally with fairly good material, although called dirt, and the culverts and bridges have been built and the roads are reasonably well drained.

Yours very truly,

WM. D. SOHIER.

ADDRESS ALL CORRESPONDENCE TO
STATE HIGHWAY COMMISSION
HARTFORD, CONN.

State of Connecticut

HIGHWAY COMMISSIONER
CHARLES J. BENNETT
M. AM. S. C. E.

HARTFORD

Hartford, October 21, 1915.

Replying to your letter asking for information concerning expenditures for road purposes in this State during 1915 and an estimate of expenditures for 1916 and 1917, please note the following:

Our fiscal year did not end until September 30, 1915, so we have not had an opportunity to make a definite report of the expenditures in detail in the various appropriations. We can give you, however, the total amount expended for the twelve months ending September 30th as follows:

New Construction, State Aid	$620,091.91
New Construction, Trunk Line	361,098.52
Trunk Line Maintenance and Reconstruction	978,562.00
State Aid Maintenance and Reconstruction	165,741.51
Total	$2,125,493.97

Relative to proposed expenditures, the Legislature did not make an appropriation for New Construction during the next two years. An appropriation of $1,000,000 was made, however, for the maintenance and reconstruction of Trunk Line Highways. To this will be added money received from automobile registrations approximating $600,000 a year. This will make a total for the two years ending September 30, 1917, of approximately $2,200,000. In addition to this, the Legislature made an appropriation of $300,000 for the two years or $150,000 a year for the maintenance of State Aid roads—so-called.

For your information, we will say that Trunk Line Highways are those for the construction and maintenance of which, the State pays the entire cost. The term State Aid means those roads for the construction and maintenance of which, the various Towns contribute a portion of the expense.

For new construction, the Towns pay in the ratio of 1/4 or 1/8, depending upon the grand list of the Town in which the work is done; *i. e.*, any Towns having a grand list of $1,250,000 pay 1/4 of the total expense. Where the grand list is less than $1,250,000, the proportion paid by the town is 1/8.

In the matter of maintenance of State Aid roads, all Towns pay 1/4 irrespective of the amount of grand list. At this date, it is not possible to indicate how much of the $2,200,000 available for the two years will be set apart for reconstruction.

Yours truly,

C. G. Nichols, *Chief Clerk.*

JOHN F. RICHMOND, Chairman
WILLIAM C. PECKHAM, Secretary
IRVING W. PATTERSON, Engineer
PETER J. LANNON, Clerk
FRANK COLE
BENJAMIN F. ROBINSON
ABRAM L. ATWOOD

State of Rhode Island

STATE BOARD OF PUBLIC ROADS

STATE HOUSE--ROOMS 9, 10 AND 11
PROVIDENCE

Providence, October 8, 1915.

In reply to yours of October 5th, I am giving you below certain information regarding state road work in Rhode Island.

There has been no appropriation for state road work in 1914 or 1915. We have had to spend for maintenance, however, the net receipts secured from the licensing of automobiles which in 1914 amounted to $156,000 and which in 1915 amounted to about $195,000, as near as we can estimate now.

Out of these stated amounts we had to pay all salaries and other expenses in connection with the operation of our office. It is impossible for me to tell you what we shall spend for roads during the next two years since the Legislature meets each year in Rhode Island and action in regard to appropriations for road work in any particular year is not taken until about April of that year.

The great problem in Rhode Island is reconstruction and maintenance, since our trunk lines are practically completed.

We have had very good success in Rhode Island with bituminous macadam construction by both the cold mixing method and by the penetration method. There are many miles of old waterbound macadam, however, which are completely worn out and which demand reconstruction.

Very truly yours,

STATE BOARD OF PUBLIC ROADS.

I. W. PATTERSON, *Chief Engineer.*

Commissioners

PHILIP J. DEERING
Chairman

WILLIAM M. AYER

FRANK A. PEABODY

State Highway Commission

State of Maine

Portland

PAUL D. SARGENT
N. Am. Soc. C. E.
Chief Engineer

TELEPHONE NO. 1018

ALL OFFICIAL COMMUNICATIONS TO THE COMMISSION

Portland, Maine, October 8, 1915.

I am in receipt of your favor of October 5th and note contents.

In answer to your various questions, I beg to state in round numbers that we have spent for the year 1915 in the State of Maine on State-aid Highways or feeders to the trunk line system $600,000, one-half furnished by the towns and one-half furnished by the State. On the trunk highway system $500,000 for 1915 and for maintenance $100,000.

For 1916, we will do the same on State-aid, same on the trunk highway system and $150,000 for maintenance.

For 1917, we shall spend the same on State-aid, same for maintenance and on the trunk highway system, we only have $200,000 left for that year, but as the Legislature will be in session, we trust and hope that the Legislature will provide enough money to make up $500,000 for that year.

You wish us to write an idea of the type of road which our State favors and in reply beg to state that the Highway Commission of Maine feels that in our State, with the limited amount of money and very large mileage to be covered, that the gravel road properly drained and constructed and maintained, is the best for the largest bulk of our roads; but in thickly congested districts near the cities, where the travel is very heavy, we recommend, according to the traffic, either the bituminous macadam or concrete road. We are doing both.

We believe the State of Maine is on the right road, as regards progress of good roads in this State, and that the people are beginning to realize that it is useless to put our money into a road, unless properly constructed of the type to be designated.

I might further add that in some of the localities of the State highway, where it is utterly impossible to get proper materials to build the type of road we would like to put down, we have built considerable number of miles of so-called sand-clay, as this is practically all we had for material to build in the

sections that I mention; but as the travel is light in those places, we considered that the road will meet the demands at these particular points.

Trusting that I have answered your questions to your entire satisfaction, I remain,

Very truly yours,

P. J. Deering, *Chairman.*

STODDARD B. BATES
COMMISSIONER

State of Vermont

OFFICE OF

State Highway Commissioner

FRANKLIN, VT.

October 13, 1915.

Replying to your letter of the 5th., would say that Vermont for this year has available money for road construction, along its general lines, some $450,000.00. In addition, it has some $25,000.00 for certain special work in special locations. The first named amount is regular and annual. The last named sum is for 1915 only.

For the maintainance of the state roads, we have a state allowance from the auto registration fees that will reach nearly $200,000 this year. Against this amount should be added, at the least, some $75,000.00 to $100,000.00, contributed by the towns for the same purpose. This would make the expenditure in the state for construction and maintenance on state roads range from $725,000.00 to $750,000.00.

Our total mileage is some 15,000 miles, and of this we have selected highways, or state roads, of 4000 miles. These state roads traverse the state, as do trunk lines, and also connect towns with each other and with the central places in each county. Of these state roads, we have improved some 2000 miles (speaking broadly). This improvement, owing to the road policy of the state, is not a continuous stretch, necessarily, but covers work in all towns of the state.

The type of road in Vermont is the gravel road, or the gravel-telford, *i. e.*, with stone foundation.

The policy of expenditure of the road money is based upon the town being the unit in the state. We have no county organization, as touching state road work. So in each town, each year, there is expended in construction more or less money in the places that need it the most. This results in the general uplifting of the average quality of the roads throughout the state, and the securing of a generally good system of highways outside of the main or trunk lines. This is much appreciated by the average tourist, or those that travel through the state upon business.

The patrol system of maintenance is being adopted in a good number of towns to the distinct advantage of the roads under patrol. No bonds are issued, or have been issued by the state, and the policy of pay as we go has been adopted.

The towns are entirely committed to the policy of building good roads as fast as a reasonable expenditure of money permits, and there are no indications that they will change their attitude.

Trusting this letter will partially cover the ground you wish, I remain,

Yours respectfully,

M. E. SCHEDD, *Clerk.*

State of New Hampshire

FREDERIC E. EVERETT
COMMISSIONER

Highway Department

STATE HOUSE, CONCORD

October 7, 1915.

New Hampshire is spending this year practically $800,000 for good roads. From $250,000 to $300,000 of this amount is for maintenance. Next year we will spend practically the same amount, although it may not reach quite the same figures.

We are endeavoring in these two years to complete our present trunk line system, which consists of three north and south lines, and one cross state line in the southern section. This season, by an act of the last Legislature, the commissioner is laying out a system of cross state lines or feeders to these main lines and it is hoped that at the next Legislature in 1916 and 1917 that we will have an appropriation to build these new lines.

New Hampshire, as you know, is a vacation state and we find that a gravel road or a combination dirt road with the same attention paid to it as to alignment, grade and drainage as would be given to a higher class of road is working out very satisfactorily and is less expensive both as far as construction and maintenance are concerned. We have now already built practically 1200 miles of highway, five-sixths of which is of gravel construction. Of course we have certain sections in the state, such as between cities, where this sort of construction is not successful, but speaking as a whole for all of our state work, we favor the gravel construction.

Yours very truly,

F. E. EVERETT, *Commissioner.*

Commercial Organizations and Good Roads

In Response to Inquiries from the Worcester Chamber of Commerce Similar Organizations in Various Parts of the Country Show the Mighty Influence for Progressive Development Which They Have Exerted in This Movement

GOOD ROADS IN MARYLAND

Baltimore Identified With Group Which Marked Lincoln Highway Route

The only good road movement we have been identified with recently has been the selection of the route and the marking of the Lincoln Highway feeder from Philadelphia, to Chester, Pa., to Wilmington, Del., to Baltimore, Md., to Washington, D. C., to Frederick, Md., reaching the main artery of the Lincoln Highway at Gettysburg, Pa.

Maryland today is enjoying good roads. Every county-seat in twenty-three counties are connected up with each other and they with Baltimore City.

By the way, we have the Worcester Board of Trade on our exchange list for the magaine "Baltimore." Are they still in business? We used to received the Worcester Magazine, but have not heard from it for some time.

Very truly yours,

ROBERT J. BEACHAM,
Secretary,
Merchants and Mfg Association of Baltimore.

CINCINNATI AND DIXIE HIGHWAY

Chamber of Commerce Wins Three Months' Fight To Be On This Highway

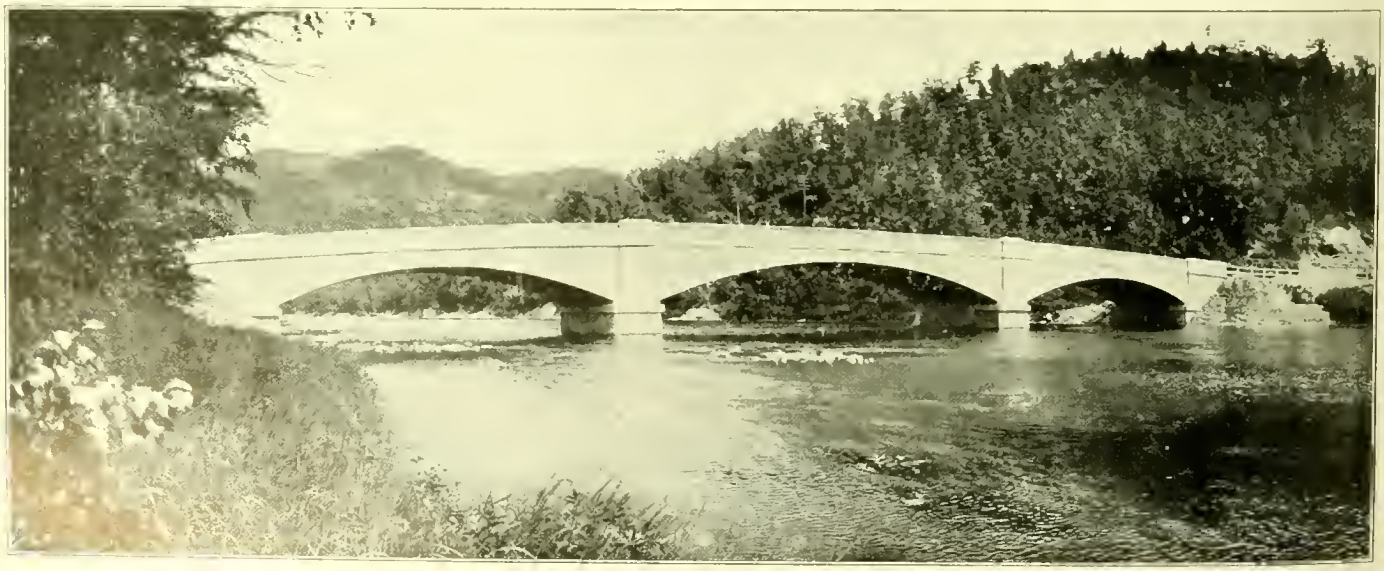
That Cincinnati is on the eastern route of the famous Dixie Highway is due to the activity of the Cincinnati Chamber of Commerce in March, April and May, 1915. The result was achieved only after the greatest opposition from the cities situated along the originally proposed western route. The battle up until May 20th, when the Dixie Highway Commissioners met to finally determine the route the Dixie Highway should follow from Miami, Florida, to Chicago, Illinois, was centered about Cincinnati. All other conflicting interests were almost lost sight of in the rivalry as to whether this line binding north and south should pass by way of Louisville or Cincinnati. In this conflict the Dixie Highway Commissioners, appointed by the Governors of Florida, Georgia, Tennessee, Kentucky, Ohio, Indiana and Illinois, wisely decided on division at Chattanooga, the eastern passing via Knoxville, Tenn., Lexington, Ky., and Cincinnati to join the western route at Nashville, Tenn., and Louisville, Ky., at Indianapolis, Ind.

During the last week of March, 1915, interchange of letters between the Cincinnati Chamber of Commerce and Southern Commercial Organizations developed the fact that the Dixie Highway, with the backing of thousands of citizens of the states through which it is destined to pass, had become a great issue. It was then that Cincinnati undertook to fight the battle of the Blue Grass region of Kentucky and bring the highway through this wonderful land in Kentucky via Cincinnati, the natural gateway of the South. With less than three days' notice a meeting of good road enthusiasts was convened at the Cincinnati Chamber of Commerce, and on April 3rd a delegation of 24 business men went to Chattanooga.

It is remarkable what a few men can do when they put their shoulders to the wheel. Within an hour after their arrival in Chattanooga, at which the Governors of the States interested had called the first big Dixie Highway Conference, hundreds of Cincinnati badges were being worn by Southern delegates, pledged to aid Cincinnati in securing the road location. The coming of the Cincinnati Chamber of Commerce delegation was the sensation at the conference, and while the city had not been considered prior to the meeting of April 3rd, the force developed at that meeting resulted in the convention giving Ohio an equal representation on the Dixie Highway Commission with the other States hitherto considered in the scheme.

The entering wedge had been set, but the victory was not yet won. The next conference was called for Louisville, rival of Cincinnati for the great highway. Undaunted, a band of 25 Cincinnatians visited that city on the occasion of the conference April 23rd, and the uproar thus occasioned resulted in a postponement to arrive at a final decision May 20th at Chattanooga.

Four thousand persons attended that memorable meeting at Chattanooga, and Cincinnati was better represented than any of her close rivals. The Chamber of Commerce staff worked day and night for three days in securing a delegation of her most representative business men. Manufacturers, bankers, capitalists and professional men to the number of 103 went to Chattanooga the day before the conference by special train. A dozen stops were made enroute and Cincinnati was hailed with acclaim as her citizens passed over the Cincinnati Southern,



CONCRETE BRIDGE OVER DEERFIELD RIVER—A PART OF THE "MOHAWK TRAIL"
Courtesy Massachusetts Highway Commission

owned by the city of Cincinnati, 330 miles to Chattanooga, in the heart of Dixie. The earnestness of the men of Cincinnati, the music of her prize band, the speeches made by her earnest citizens won the day, and a compromise was ordered by the Dixie Highway Commissioners, that there should be both eastern and western routes. The Cincinnati business men remained in Chattanooga for three days to await the determination of the issue, but every one of them believes his time well spent. Both eastern and western routes are being constructed. The eastern will probably be finished first and open to east and west a convenient and easy passage to the great southland. The western route should also be completed within the next couple of years, and add to that convenience of modern road travel so dear to the heart of the tourist.

R. E. LOGSDON,
Secretary,
Cincinnati Dixie Highway Council,
Cincinnati Chamber of Commerce.

National Highways within the scope of our activities, inasmuch as it is absolutely necessary that a definite policy be carried out rather than a haphazard one to secure some National Highway.

Our efforts along this line are too young to form the basis of an article in your magazine, but we thank you for the opportunity just the same.

Yours very truly,
THE COLUMBUS CHAMBER OF COMMERCE,
JOHN A. KELLEY, *Manager Industrial Bureau,*
Columbus Chamber of Commerce.

LINKING THE HILL TOWNS OF MASSACHUSETTS TO CIVILIZATION—A MODERN HIGHWAY BUILT THROUGH A WILDERNESS—PHOTO TAKEN FROM SAME SPOT A YEAR INTERVENING

Courtesy Massachusetts Highway Commission

COLUMBUS CO-OPERATING

Has a Good Roads Committee Which Assists All Movements for Improved Highways

In reply to yours of the 5th, beg to advise that we have formed a Good Roads Committee in connection with the Chamber of Commerce, the purpose of which will be to assist those movements already under way to secure better roads in this State. We expect to co-operate with the Ohio Good Roads Federation and other organizations in working out a definite plan for the improvement of the roads.

The State of Ohio has adopted a plan of development and has appropriated Fifty Million Dollars to be expended in ten years in new roads and the improving of those already existing. We find a great deal of difficulty in trying to keep promoters of

FAMOUS FOR CONCRETE ROADS

Wayne County, Michigan, One of Most Progressive in Good Roads Movement

Wayne County, Michigan, is famous for her concrete roads; so famous in fact that Kent County, England, has recently constructed a system of concrete roads using the Wayne County type as a model.

Good roads in Wayne County were made possible largely through the activities of the Detroit Board of Commerce, for it was through their efforts that a $2,000,000 bond issue was put through in 1909, and naturally the subject of Good Roads has always been a vital one to the members of this Detroit organization.

Just at this time Wayne County again faces a crisis in her good roads building, for the $2,000,000 has been entirely expended, and once more the energies of the members of the Detroit Board of Commerce are being directed to provide for the continuance of good roads building in the County.

Under the direction of the Board's Committee on Public Improvements, a very aggressive campaign has been carried on to induce the aldermen to allow a half mill tax be spread upon the tax roll during the coming year, for the Wayne County Road

Highway Widening in Massachusetts—The Same Street Before and After Improvement

Courtesy Massachusetts Highway Commission

Commission, under whose direction the highways are built, believe that the work should not be stopped during the coming year, for of the 1370 miles of roads in the county outside of the city and villages, but 180 miles have been improved, and of this total mileage 20% carries 90% of the traffic, therefore the Commission feels that at least the 20% should be improved before good roads building in Wayne County ceases. The Commission is opposed to another bond issue, however, and efforts are being made to spread the cost of the construction on the tax rolls, and there is every reason to believe that the amount required will be allowed by the Board of Supervisors.

The Board of Commerce recently conducted a referendum on the subject and 1154 members voted in favor of the tax levy, while but 44 opposed it; this showing and various letters from prominent members will be used to impress the aldermen when they meet with the supervisors during the next fortnight.

Another Good Roads project in which the Board of Commerce is interested at this time is the proposal to build a road from Toledo along the shore line to Mackinac City, a distance of over 400 miles. This will be known as the "East Michigan Pike" and when completed will connect with the West Michigan Pike and thus afford a route from Toledo to Chicago via Detroit and Mackinac. A good roads committee has been formed at the Board and a pathfinding trip will be taken this month to decide upon the route.

George W. Cushing,
Editor,
"The Detroiter," Detroit, Michigan.

ERIE COUNTY AND BUFFALO

Chamber of Commerce Maintains Good Roads Committee Constantly Active

Since 1898 Erie County and Buffalo, the county seat, have striven for the betterment of road construction throughout the entire county. In this work, the Buffalo Chamber of Commerce has always taken a prominent part and has always maintained a Good Roads Committee, as the standing committee of the organization.

In 1898 New York State provided for the construction of its first four improved roads, one being assigned to Erie County. To date the state has spent a total of $83,000,000 for improved roads throughout the entire state, and of this amount $4,000,000 has been spent in Erie County. The total mileage of roads of all kinds in Erie County is two thousand miles. Of this number 300 miles are improved state roads and approximately 200 miles are improved town roads, the balance, 1400 miles, being unimproved, but all of them in good condition. Of the improved roads about 125 miles are of brick construction, 20 miles of concrete construction and the balance of bituminous macadam.

Erie County has more improved roads than any other county in New York State, and the work done on the improved roads has had a decided influence in the better maintenance of the unimproved roads in the county. In the cases of improved roads, care has always been exercised to select only the important main highways of traffic. The wisdom of this is revealed in the constantly increasing traffic involving the movement of farm

Vehicles Sank Hub Deep in Mud Here Before Massachusetts Wrought This Change—A Typical Example of Highway Improvement Between Communities

Courtesy Massachusetts Highway Commission

products to centers of population and the distribution of wares of all kinds from such center to the agricultural section. This traffic, of course, refers to movement along highways either by means of automobiles, trucks or farm vehicles of various descriptions.

There is no doubt that these conditions make for a low cost of living and the fact that Buffalo in a recent report of the Federal Census Bureau was listed as having the lowest cost of living of any city of its size in the country is considered by Buffalo manufacturers to be due largely to the enormous amount of improved highway work done in Erie County.

In its efforts to obtain improved highways throughout the county, the Buffalo Chamber of Commerce always works in closest co-operation with the Automobile Club of Buffalo, and it is also significant that the County Engineer, Mr. George C. Diehl, who has personal charge of all road work under the jurisdiction of the Erie County Board of Supervisors, has always been a member of the Good Roads Committee of the Buffalo Chamber of Commerce.

George C. Lehmann,
1st Asst Secretary.
Buffalo Chamber of Commerce

Massachusetts Highway Construction—Removal of a Side Hill to Make a Modern Roadway, Before and After Work
Courtesy Massachusetts Highway Commission

ESSEX COUNTY UNITED

Essex County Board of Trade Responsible for Highway Improvements

The Essex County Associated Boards of Trade, is as its name indicates, a county organization composed of delegate members from nearly a score of organizations located in the principal cities and towns of Northeastern Massachusetts. Essex County and "Good Roads" are nearly synonomous terms and the policy of the Committee on Highways of the Essex County Associated Boards has from the first been closely identified with the more important highway undertakings of this part of the State. It has been the constant aim of the Committee on Highways to plan and carry on its work in a broad and helpful spirit; initiating work where community strength was not adequate, but more often acting as a sort of "clearing house" for its constituent member organizations, wherever highway improvements or extensions were undertaken which could justly call upon State or County aid.

There is occasionally an effort made by one or more local organizations "to put one over," to saddle upon the county or the state, or both, some highway work that should be taken care of locally, and it is here that the Essex County Boards of Trade is of great importance, acting as it has done many times, as referee between conflicting interests, with a corresponding advantage to the tax payers involved.

The student of highway construction and maintenance is constantly reminded, when he begins to examine the details of modern road making, of the great waste constantly going on before our eyes, in much of our highway work. Some of it is for obvious reasons unavoidable in this transition stage between the old horse drawn vehicle [illegible] of our fathers, to that of the modern highway used now almost exclusively by swiftly moving automobiles and heavily laden motor trucks. Our streets are no sooner built than they begin to disintegrate, and our highway engineers have not yet solved the problem of the "all around road." Possibly it may be found that a division of traffic is one solution out of our difficulty, but the subject of Good Roads is fairly bristling with questions of economic and scientific importance. Our system of subletting road work contracts, is one of great abuse, and there are many other phases of the "good roads question" that can be taken up by a live wire committee on highways to the advantage of all concerned, except possibly to a certain type of contractor, a type that should be run out of business. We all know of them and the only way to be rid of this sort is insistance of rigid inspection. First class inspection costs money, but poor highway construction due to a lack of it costs a great deal more. An article as short as this can touch only the high spots, and do but scant justice to them, but an interchange of ideas is always helpful and it is in this spirit that a few of the many problems pertaining to good roads has been outlined.

John F. Browning,
Chairman Committee on Highways
Essex County Associated Boards of Trade

"GOOD ROADS DAY"

Erie Conducts One of Most Successful Events of Its Kind Highway Movements

A "Good Roads Day" was observed in this (Erie) County on May 26th last, with great success.

The Agricultural Committee of the Erie Board of Commerce formed a central committee, which with the aid of the county commissioners and automobile clubs, etc., procured volunteer workers, teams, tools and road implements. A fund was also raised in Erie amounting to $200, by those unable to devote their own time to the work, to employ men out of work to work on the roads that day. Lunches were furnished these men by the Woman's Club of Erie. Also, the Erie Motor Club and Corry Automobile Club furnished automobiles to transport the workers to and from work. Also 20,000 circulars as per enclosed were distributed.

The report of the superintendent of the Highway Department shows the success of this day's work, as follows: (In Erie County)

Miles of roads worked	653
Number of men employed	932
Teams employed	364
Number of drags used	182

The work done was dragging, picking stones and filling holes. Trusting this is the information you desire, I am

Yours very truly,

R. C. Weller,
Manager Secretary
Erie Board of Commerce

FINANCED A ROAD ITSELF

Jackson, Mich., Chamber of Commerce Active in Providing Proper Roads for Its Territory

In order to properly explain the work which has been done recently, it is necessary to understand that about three years ago the Jackson Chamber of Commerce was responsible in a great measure for the installation of the Good Roads System in Jackson County. For three years we have been operating under the County System, building about twenty miles each year.

Incidentally the Chamber of Commerce put about $2500 of its own money in one particular road, anticipating the return of about half of this amount when the road should be finished and accepted by the State. This has not been done as yet, so that we are still financially interested in this particular road.

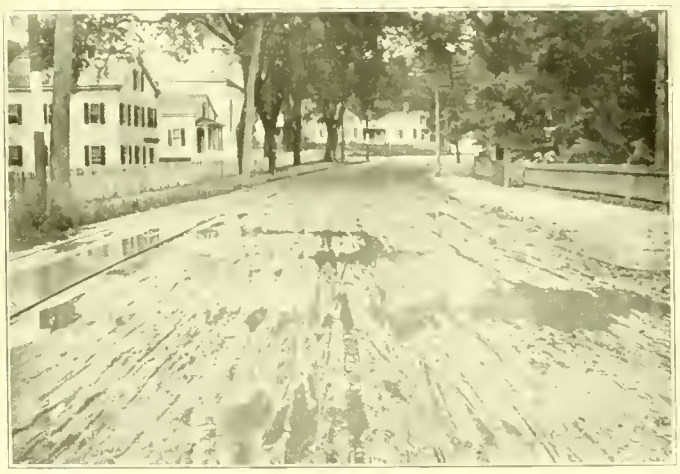
The fact that there was little or no attempt being made to maintain the roads after they had been constructed came to the attention of our Directors last July. We appointed a committee to wait upon the County Road Commissioners with a view to correcting this situation. It is a source of pleasure to state that we have had the co-operation of the Commissioners, so that today repair gangs are being sent out on every important road to put them back in condition.

Mr. Flowers, our Vice-President, who was secretary of this organization when the Good Roads movement was first commenced, has also been instrumental in determining the particular sections of Jackson County in which good roads will be built next year. In order to gain the support of voters throughout the county, it has been necessary to build short stretches of road in the various townships. We realize that this is not the ideal program for good roads work and have been gradually attempting to tie Jackson with various smaller villages rather than to permit the building of promiscuous short sections of road. Mr. Flowers has been able to this year gain the consent of the road commissioners to this plan, so that by next year or the year after there will be good roads leading out of Jackson to every important village in the county.

I think this covers the work of the Chamber of Commerce along the Good Roads line today.

Very truly yours,

PAUL A. LEIDY,
Secretary,
Jackson Chamber of Commerce.



THE VILLAGE STREET, BEFORE AND AFTER IMPROVEMENT

Courtesy Massachusetts Highway Commission

NEW HAVEN, CT.

Lends Its Good Offices To Initiate and Indorsed Good Roads Movements for Connecticut

For several years the New Haven Chamber of Commerce has endorsed, when the occasion needed the expression of such approval, the various projects of the Municipal Permanent Pavement Commission, so that the city has achieved at least within its limits good trunk highways. The work is not fully completed, but the scope is fully outlined, and a large part of it has been accomplished. Moreover, the New Haven Chamber of Commerce as a member of the Connecticut Good Roads Association has given aid toward the improvement of Connecticut highways' system. This organization has also given considerable attention to matters connected with good roads indirectly, such as traffic regulations, safety first means, etc.

C. E. JULIN,
Secretary,
New Haven Chamber of Commerce.

MONTGOMERY COUNTY, ALABAMA

Best Roads South of Ohio River Radiate from Montgomery—How They Increase Property Values

There is official authority for the statement that Montgomery County, Alabama, has more improved roadways than any other county south of the Ohio River. Montgomery, the Capital of the State, is the seat of this county and is in the exact center of Alabama. There are 612 miles of engineer built highways in the county and over one hundred concrete bridges. The road system has cost the county approximately $3,000,000 and they are maintained by an annual fund running around $100,000. The roads were built by free labor and are in charge of an engineer, who directs a large force of men, supervised by district foremen.

Interest in road building began in Montgomery County about eighteen years ago and required educational campaigns running over several years. As a result, every man, woman and child is an enthusiast, because they have seen their land values increase from averages of $10.00 and $25.00 per acre to from $30.00 to $100.00 per acre and the development of rural life has been remarkable.

The City of Montgomery, with 50,000 population, is noted in the South for having more automobiles than any other city of its size in the country. The record on January first showed 1284 automobiles in the county.

Not satisfied with road building in their own county, the people of Montgomery have been instrumental in carrying their enthusiasm for highways into the adjoining counties and throughout the State. Largely through their influence and enthusiasm, the State Highway Department was created and Hon. W. S. Keller, a brother of the noted Helen Keller, was given charge of the State Highway system three years ago. Road building is under way in every one of the 67 counties of the State.

A planned campaign was inaugurated two years ago by the Chamber of Commerce of Montgomery for highways from Montgomery to Birmingham, 100 miles north, and from Montgomery to Selma, 50 miles west. These roads have been completed and are almost perfect. Automobilists may drive from Montgomery to Birmingham in the same time as passenger trains. The Bir-

mingham Highway was opened for travel several months ago with a celebration at Clanton, midway between the two cities, which was attended by several thousand people, who drove their automobiles from all points of middle Alabama.

Montgomery is on the route of the Jackson Highway from Chicago to New Orleans and on the Southern National Highway from New York to San Francisco. Twenty two garages furnish all accommodations for tourists and nine good hotels in Montgomery cater to their business.

The Chamber of Commerce, with a suite of ten offices on the second floor of the Bell Building makes a specialty of inviting automobile tourists to include Montgomery in their itineraries and representatives of the Chamber are always glad to be of service to them.

BRUCE KENNEDY,
Secretary.
Montgomery, Ala.

NASHVILLE ACTIVE

Co-operating to Give Tennessee and Adjoining States the Most Modern Highways

The Commercial Club of Nashville has been quite active in the good roads movement.

We have for years had a Good Roads Committee which has been more or less active. The first work of any magnitude undertaken by this committee was in promoting the Memphis to Bristol Highway, a highway running lengthwise of the State from Bristol on the east to Memphis on the west. This highway has been practically completed and a large measure of the success obtained was due to the work done by the Chairman of our Good Roads Committee.

We were also very much interested in the promoting of the Dixie Highway, a highway which starts at Chicago on the Northwest and extends to Miami, Fla., on the South. Competition for the location of this highway was exceedingly fierce and was finally ended in March last by the location of two routes from Indianapolis, Ind., one going by way of Louisville, Nashville into Chattanooga, Tenn., where it was joined by another branch coming in by Cincinnati, Ohio, Lexington, Ky., and Knoxville, Tenn.

The most recent work in this movement done by the Club was the formation of the Jackson Highway Association, which held a convention here on Sept. 23 and 24; there were fully 1500 delegates present, representing ten states. The proposed route of the Jackson Highway is from Chicago on the Northwest, Buffalo, N. Y., on the Northeast to New Orleans on the South. There are many competing routes for the location of this route between Nashville and New Orleans.

The interest in the building of good roads through the South has increased wonderfully. Counties that had slept for years in the way of making public improvements, are at last aroused and in a good many instances are voting from three to five hundred thousand dollars' worth of bonds for the building of roads. They are also using more scientific methods than in times passed. Routes are being laid out under State Highway Engineers and construction being made under specifications drawn by them. The toll roads that have existed for a great many years in the South are practically wiped out, counties through which they passed having issued bonds for their purchase. In the course of the next two years or in probably less time it will be possible to start from Chicago on the Northwest or from some point in New York State and travel over well macadamized or hard surfaced roads, through to New Orleans, La., or Miami, Fla.

The location of the Dixie Highway and also the Jackson Highway has been made on official guarantees by various counties through which they pass that the route will be built within a specified time and that by tax levy it will be maintained. Where Interstate highways are being built the lateral lines immediately follow.

What has been done by the Commercial Club along this line has in a lesser degree been done by practically every commercial organization in the South. This section of the country is wide awake to the good roads movement.

Yours very truly,

WM. R. MANER,
Secretary.
Commercial Club of Nashville

GOOD ROADS IN RAMSEY COUNTY, MINN.

Ten Years of Remarkable Progress in Highway Work Surrounding St. Paul

In the year 1904 Ramsey County could boast of but two miles of macadam roads, the balance of the mileage being improved or graded in such a manner that they were far from satisfactory in wet weather, and requiring a trained eye and steady nerve to insure safe travel.

During the latter part of the same year, business men of St. Paul who took an active interest in the bettering of road conditions, organized what is known as the "Ramsey County Good Roads Association," and to their efforts, ably seconded by Mr. J. H. Armstrong, County Surveyor, is due the very satisfactory condition of the highways of Ramsey County at this time.

The present road mileage of Ramsey county is about 266 miles. Those classified as "graded and improved," are graded to a width of 24 feet, no grade being greater than 4%, and will not have to be changed when the time comes to re surface with hard material. The clay gravel roads, of which there are 98 miles constructed, are considered a very good type of road for both auto and team travel. Their cost of upkeep is low, and with proper care, are good for ten years of service, and then can be re surfaced with any suitable road material, the base making a good solid foundation.

There are 51½ miles of macadam roads now, which have been in use from one to ten years, all of which have given good satisfaction. About 13 miles of the older portion has been re surfaced with asphalt macadam, the old road bed making a foundation as good as the concrete. The county commissioners intend to add about ten miles of re surfacing in 1916, selecting the older portions of macadam roads.

The preference at this time is strongly in favor of asphalt macadam re surfacing. It is dustless at all times, and inexpensive if proper care is taken in the construction work. The cost of macadam roads varies from $5300 to $7000 per mile, depending on the heavier grading required in places and the length of haul for surfacing material. Clay gravel roads will average from $3500 to $4000 per mile.

J. H. BEEK,
General Secretary.
St. Paul Association of Commerce

TOLEDO-MONROE HIGHWAY

Toledo Commerce Club Starts Movement Resulting in Interstate Macadam Highway

PART PLAYED BY THE TOLEDO COMMERCE CLUB IN THE PROMOTION OF THE TOLEDO MONROE HIGHWAY

For a good many years the question of building a better road from Toledo to Detroit, Michigan, has been vigorously discussed, without this discussion resulting in any definite action.

Last December the people of Monroe, Michigan, and those of Toledo, Ohio, represented by the Toledo Commerce Club, decided to take matters in their own hands, and at least connect their two cities by an improved macadam highway. This road would be 14.2 miles in length, and would be entirely located in the state of Michigan. It was estimated that the cost of the entire improvement would be approximately $150,000, of which amount only $75,000 would be available through 1915 and 1916 taxation, together with the state reward of $3,400 per mile. Consequently, it was necessary to raise $75,000 by public subscription, and in a joint conference composed of representatives from these two cities, it was agreed that each city should raise $37,500, one half of which was to be payable during 1915 and the remainder during 1916.

In this manner, the people of Toledo would agree to assist in the construction of a road which was not only outside of their county, but also outside of their state. However, they felt that the investment would be worth while, inasmuch as it would be a step towards connecting them with Detroit.

The campaign for Toledo's share of the Highway fund was begun about February 1, 1915, and progressed very slowly until about the first of May when there was some doubt formed in the minds of the Toledo Committee as to whether the required amount could be raised. However, certain enthusiastic men

bers of the Committee declared confidentally and with contagious optimism that the money could be raised if enough men would put their shoulder to the wheel and assist in the canvassing. Accordingly new volunteers were recruited, and the solicitation met with such increased success that by the first of July $28,000 had been raised. Monroe had already raised her share of the expense several months before, and was waiting for Toledo to do her share.

Of course, the road was of fundamental importance to the people of Monroe, while it was simply an incident in the improvement of Toledo's outgoing highways. As this road was to be part of the Dixie Highway, a plan suggested itself for raising the additional $10,000. A day should be fixed (which was afterwards set for July 20th) to be known as "Dixie Highway" day. Certificates for membership to the Dixie Highway were to be sold to anyone contributing to the cause.

To make a long story short, the deficit was easily raised by this plan, and the County Commissioner of Monroe County was instructed to call for bids on the building of the road. The construction of the road will no doubt begin within a short time, although nothing has been started up to date.

While the raising of Toledo's share of this expense looked very doubtful for some months, the Commerce Club has good reason for congratulating itself on being able to pull this very important public improvement out of the fire. Our success was all the more noteworthy when it is consilered, as I have mentioned above, that we were subscribing money to construct a road in another state. Of course, we expect, when the road is constructed, to obtain some benefit in return for the many months' work which was the share of the Toledo Commerce Club in the successful promotion of this improvement.

W. J. Myers,
Ass't Secretary,
Toledo Commerce Club.

INFLUENCE STATE-WIDE

Portland, Me., Commercial Organization Responsible for Creation of Highway Commission

During the past several years the Board of Trade, predecessor of this organization, did considerable constructive work in aiding the good roads movement and to a certain extent was responsible for the creation of a Highway Commission in this State which has complete jurisdiction over the expenditure of all monies on the construction of the main highways.

This organization has now in mind a plan of education, followed by necessary legislation, the latter part of next year, when the Legislature again meets, to put under the control of this State Highway Commission all of the secondary and tributary roads in the state to this extent: That while the various townships and taxing districts, through which these roads operate, will provide the funds for the improvement and construction of same, no expenditure or improvements on these roads will be permitted unless plans are first approved by the State Highway Commission and the work done according to their instructions, supervised by an inspector of the State Highway Commission for each county.

We believe that this will prevent waste and insure best roads possible from the amount appropriated by each taxing district for said roads.

We trust the above will be of some interest to you.

W. B. Moore,
Executive Secretary,
Portland Chamber of Commerce.

DEVELOPING HILL TOWNS

Springfield Sees Wonderful Development in Sight Through Recent State Appropriation

The Springfield Board of Trade has for a number of years realized how necessary it is for the western part of Massachusetts to possess proper transportation facilities. There are other organizations—notably the Hampden County Improvement League and the United Hill Towns Transit Association—which are identified closely with the western part of the Commonwealth, and we have endeavored to work in conjunction with them. At first it appeared that trolley transportation would suffice, but later a Commission was appointed by Governor Walsh to investigate the entire subject of transportation for the five western counties of the State. Our Board was represented at the hearings. The Commission reported to the Governor in favor of an appropriation for "good roads" rather than for trolley facilities, which it apparently deemed inadvisable. Later, as hearings were held before the various committees of the Legislature and Senate regarding the proposed appropriation, our Board was represented through its Committee on Transportation, and we did all that we could to assist in securing the appropriation of $2,500,000 which was finally granted.

We understand that as soon as this appropriation of $2,500,000 was made this Spring, the Highway Commission began work, and that a very gratifying amount of progress has been made this Summer. We feel that securing this appropriation was a great achievement, and that, as its good results are apparent, a further incentive will be given not only to build but also to maintain our roads in splendid condition. And the Springfield Board of Trade will try to do its share in this movement.

William H. Parks,
Chairman Traffic and Transportation Committee,
Springfield (Mass.) Board of Trade.

WON FIGHT TWENTY YEARS AGO

Trenton a Pioneer in Good Roads Movement Which Gave New Jersey Best Roads in the Country

The Trenton Chamber of Commerce has not within recent years taken any active steps toward the good roads subject. This is due largely to the fact that New Jersey fought her good roads battle and won twenty years ago, and I think the reputation of our State for the condition of her roads is second to no other. There may be isolated cases in the State where a broad movement would benefit but I really believe so far as New Jersey is concerned the subject is pretty thoroughly covered.

I would suggest you writing to Mr. Howard R. Heydon, Assistant Secretary of the State Chamber of Commerce, Jersey City; he can probably furnish you with the article desired.

Very truly yours,
Harry B. Salter,
Secretary,
Trenton Chamber of Commerce.

GRAND RAPIDS, MICH.

The Grand Rapids Association of Commerce and Good Roads Movement—What Has Been Done

The Association of Commerce, Grand Rapids, Michigan, has taken a very active part in the promotion and development of good roads in Western Michigan. It has a permanent committee, composed of prominent, influential business men who are constantly alert in pushing forward the good roads movement.

A survey made by the Association shows 70,000 miles of public highways in the State of Michigan, and a large mileage yet to be improved to the desired modern standard. The Association firmly believes there should be a systematic plan of road building in every county in the State, and that preferred attention should be given to the more public thoroughfares from town to town. Special provision is urged for proper maintenance to be applied at once on the completion of new roads and thereafter.

Specifically, the Grand Rapids Association of Commerce has during the present year participated in bringing the Dixie Highway into Michigan, the National road from Miami, Florida, to the Straits of Mackinac, the northern shore of Michigan; also in developing an organization to promote the improvement of a cross-State road east and west from Detroit to Grand Haven through Lansing, the Capitol city of the State, and Grand Rapids. This road will be of a hard surface, principally concrete, and is designated as the Wolverine Pavedway.

Very recently the Association of Commerce has launched a north and south road through Grand Rapids connecting all of the principal cities and towns from the Indiana state line to the most northerly point in Michigan.

In all of these enterprises prominent men along the various routes have been enlisted to assist in the development of good roads, and it is certain the initiative taken by the Grand Rapids Association of Commerce will be the means of many added miles of fine, modern highways in this State. Michigan, with more

miles of shore line than any other State in the Union, with a delightful summer climate and many resorts, with numerous small lakes and streams, splendid farms and many fine cities and towns, will, with good National and cross State roads, attract a tremendous increase in tourist travel.

In this good roads cause, therefore, the Grand Rapids Association of Commerce feels justified in developing and assisting along constructive lines the building of good roads and their maintenance.

WALTER K. PLUMB,
Secretary.
Grand Rapids Association of Commerce.

TWO TRUNK HIGHWAYS

Efforts of Kalamazoo Chamber of Commerce Results in Construction of These at County Expense

The Kalamazoo Chamber of Commerce has taken a very active part in the Good Roads movement for Michigan during the present year. Two citizens of Kalamazoo, representing the Chamber, went to the Chattanooga Convention of Dixie Highway delegates and secured the official approval of 800 miles of roadway in Michigan as the northern branches of this now famous highway.

Shortly after the final action in this a large meeting of the Good Roads enthusiasts was held in the Chamber of Commerce rooms in Kalamazoo and a move started to pledge the necessary amount of money to start the preliminary work on the Michigan branches of the Dixie Highway. Nearly $3000.00 was raised for this purpose. The road has been designated, and a campaign has been launched to secure the co-operation of the County Road Commissioners along the entire route through Michigan for the completion and perfection of this highway.

This work has resulted in minor organizations throughout this county working for the improvement of different lines of road. However, all have agreed that the first thing to do is to complete the trunk line across the county from east to west, thereby improving the Detroit Chicago Highway and putting it into first-class condition, and putting the rest of the effort of the county on the north and south trunk line, which is part of the Dixie Highway.

As a consequence, it can be said with authority that the effort of the Kalamazoo Chamber of Commerce has resulted in the construction, at county expense, of two trunk lines of highway intersecting in the city of Kalamazoo.

The work was just begun. The efforts of Mr. W. M. Bryant of the Kalamazoo County Road Commission to improve the road situation in this county and secure the Dixie Highway for Michigan, has resulted in his appointment as Field Secretary for the Michigan State Good Roads Association.

The work for the development of good roads for the coming year is at present well in hand and will continue throughout the winter months in order that the opening of spring may see many of the desired improvements.

O. B. TOWNE,
Secretary.
Kalamazoo Chamber of Commerce

AUTO CLUB REPRESENTS ALL

Various Commercial Organizations of St. Louis Leave Good Roads Problems To This Association

The Automobile Club of St. Louis is an organization of twenty-five hundred members, composed of the owners of or persons who are interested in motor cars. It is strictly a business organization, and not a social organization. The organized business interests of the city, such as the Merchants Exchange and the Business Men's League, leaves to the Automobile Club all matters affecting motoring conditions in the City and State and good roads matters. The citizens of St. Louis have been represented by the Automobile Club in all movements, both local and national, for the improvement of highways, and this organization has participated in various ways by agitation as well as by actual assistance in urging the adoption of national and state laws that will tend to improve the conditions of the roads.

MATTHEW P. MORSE,
Secretary.
Automobile Club of St. Louis

INTERESTED IN GOOD ROADS

Wheeling, W. Va., Board of Trade One of the Most Active in District in Movement

The Board of Trade has always been interested in good roads, because they know that they contribute materially to the prosperity of the whole community, linking up city and country in a way that is most profitable to both. As a consequence, we have initiated many projects and taken an interest in every plan for the betterment of our road system.

It is now nearly ten years ago since the project for paving the National Road through this county was taken up by the Board, and largely as a result of the beginning of this work in the early stages of the campaign, the Old National Road, stretching 15 miles through West Virginia, from the Pennsylvania line to the Ohio River, is, with the exception of a few miles, a paved boulevard.

A few years ago, the Board saw the necessity for better roads north of the city, linking up rapidly growing suburban communities, and started a campaign which resulted in the opening of a new road in that section at a cost of $75,000.

Two years ago, the Board took the lead in a campaign introducing the use of the Split Log Drag and routed Mr. D. Ward King, the well-known inventor of the Drag, for a speaking tour of the county. In this plan, the County Commissioners readily joined and as a result of that educational work, more drags than ever are now being used on our County roads.

Within the last few years, the Board of County Commissioners, which has charge of the county roads, has projected extensive improvements which have resulted in 80% of our 200 miles of roads being hard surface.

In this policy, the Board has been upheld by the Board of Trade publicly and otherwise, and the whole community has felt the good effects.

We have usually conducted our good roads work thru the Good Roads Committee of the Board, composed of men greatly interested in the city and county, and we have felt that the good example set in this county has had a good effect in adjoining communities.

One instance may be cited in the adjacent county of Brooke, the smallest in the state, where one of the Directors of the Board is the leader in an effort to improve the roads en bloc by a bond issue. He has worked over a year in preparing maps and surveys to show how and where the work should be done.

We think, here, that the question of good roads is a vital one in which all commercial organizations should be deeply interested.

R. B. NAYLOR,
Secretary.
Wheeling (W. Va.) Board of Trade

The Massachusetts Highway Association

The First Association of Its Kind to Maintain an Effective Organization Along Practical and Constructive Lines---How It Has Influenced and Assisted in the Good Roads Movement in the Commonwealth of Massachusetts

By Mr. John M. McCarthy, Secretary

WHEN the bicycle was at the height of its popularity, along about 1890, and the average vigorous young man and woman had a cheap, enjoyable and speedy mode of transit, the lack of good roads was first realized, and the practical movement for better roads was begun in Massachusetts. In 1892, when a temporary Highway Commission, as a result of this agitation, was established, Messrs. George A. Perkins, the principal official of the wheelman's organization of Massachusetts, William E. McClintock, an enthusiastic wheelman, at that time City Engineer of Chelsea, and Prof. Nathaniel S. Shaler of Harvard University, all interested in a practical manner in the question, were appointed to fill the positions of Commissioners, and these same gentlemen were continued in authority in 1893 when the commission was made permanent by legislative action, and when the first appropriation for State Highway construction was made by the Legislature of 1894.

It was early realized by this board that to secure the best results, it would be necessary to consult with and secure the co-operation of the active, practical men selected by the city and town authorities for the construction and care of the roads and streets throughout the Commonwealth, but the problem of organization was a difficult one. Some of the smaller towns had as many as seventeen road surveyors, each doing his work in his own way in the allotted district, each one approaching and solving his problems from his own viewpoint, without consultation with his neighbor and without endeavoring to obtain a joint result. The problem was solved, however, when at a meeting called upon the initiative of Mr. McClintock, the following gentlemen met to form the Massachusetts Highway Association: McClintock, of Chelsea; Driscoll, of Brookline; Moseley, of Westfield; Kimball, of Hingham; Jones, of Waltham; Wentworth, of Hyde Park; Cutter and Manley, of Boston; O'Gara, of Spencer; Putnam, of Dedham; Walker, of Clinton; Jordon, of Holbrook; Parker, of Lancaster; Ryder, of Marion; Childs, of Wellesley; Dickinson, of Springfield; Ewell, of Quincy; Chant, of Belmont; Prichard, of Medford; Merrill, of Salem; Ross, of Newton; Black, of Taunton; Stone, of Worcester; Noyes of Newton.

Many of the old guard have gone to their reward; many of them have retired; yet many are still in harness, in the very front rank of their profession.

McClintock and Parker have served on the Massachusetts Highway Commission, each being Chairman of that Board during the greater part of his term. Driscoll has completed his 39th year as Street Superintendent at Brookline. Ross retired from his position at Newton after 27 years of labor, serving also a term as a member of the Highway Commission. Jones, of Waltham, has been more than 25 years in his present place, while Manley, Chant, Walker, Ryder, Merrill and Black still retain their interest in the work.

At this meeting Mr. McClintock was elected temporary president, Wm. L. Dickinson, of Springfield, and Lucian B. Stone, of Worcester, Vice-Presidents, Charles R. Cutter, of Boston, Secretary, and Samuel A. Merrill, of Salem, Treasurer.

On March 22, 1893, a perfecting meeting was held at which a Constitution and By-Laws were presented and adopted by the 36 members in attendance.

The first regular meeting of officers in accordance with the

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Constitution and By-Laws was held in the Smith Building, Boston, on February 13, 1894, the following officers being elected: President, Wm. E. McClintock, of Chelsea; Vice-President, Wm. L. Dickinson, of Springfield; Secretary, Charles R. Cutter, of Boston; Treasurer, Samuel S. Merrill, of Salem; Directors, Albert B. Drake, of New Bedford, and Robert E. Crowley, of Lowell.

Brown, of Cambridge and Wellesley, succeeded Merrill, of Salem, as Treasurer of the Association, and is still in the harness. Cutter, Superintendent of Streets and Sewers in Boston, was Secretary until 1897, and was succeeded by Fletcher, Secretary of the Massachusetts Highway Commission, now State Engineer for California, who in 1910 was followed by McCarthy, Chief Clerk of the Massachusetts Highway Commission. The Association has grown from the original 24 to an organization of more than 350 members, comprising many who have since ceased to be residents of the Commonwealth, although laboring in larger spheres of individual usefulness in other States. Page, an early member, is now Director of the Road Inquiry Division of the United States Department of Agriculture. Fletcher, after leaving Massachusetts, was successively Secretary-Engineer for San Diego County and State Engineer for California. Crosby was County Engineer for Towson County, Maryland, and afterward State Engineer. Joyner is serving as County Engineer for Los Angeles County, California, and others have gone forth to preach and teach the gospel of good roads as practiced and taught in Massachusetts.

Mr. John M. McCarthy, Secretary
Head of Dept. of Accounts, Mass. Highway Commission

We believe our Association was the first practical road organization in the United States which has maintained an effective organization along practical and constructive lines. Many good road societies have been formed but the class of men attracted and included in membership has not been of the practical, earnest "Johnnie-on-the-spot" sort who are united and retained in our Association. Our members have been the pioneers in real road work in the Commonwealth, devoting the meetings to the discussion of the problems met by the man who is doing the construction and maintenance work, while welcoming the views of those who have held the more prominent positions in state and nation, who have debated the same problems in the broader sense of ways and means and method.

While its work has been done in a modest way, without publicity, that work has been done none the

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Mr. [illegible] A. Williams, Vice President
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less effectively for the information and knowledge of its own members. Great national organizations for fostering and promoting the good roads movement have been founded, and they flourish and accomplish much good, diffusing intelligent and practical information, yet our associates have found that although these clubs have the flower of the country to discuss the good road situation before their meetings and conventions, yet in almost every instance the questions examined and debated before these bodies have previously been considered before our meetings.

The splendid results accomplished in New England, and in Massachusetts especially, can be attributed in no small degree to the success of our organization in bringing together for discussion and acquaintanceship the progressive, ambitious, painstaking highway men; and the enthusiastic and cordial manner with which they have worked with the various state highway representatives has brought about the results that can only be attained by co-operation and a sincere desire for usefulness. Besides discussing matters of interest at indoor meetings, the practice has been, to hold out-of-door meetings when weather conditions are such as will permit, that they may see in process the various kinds and character of work that will assist the members to a greater knowledge of methods and materials, and the application of the principles set forth in the discussions for their greater and broader application and benefit.

The seed was sown; and the harvest has been bountiful. The little handful of men who met together 20 years ago have seen, as a result of their endeavors and policy, an organization grown to nearly twenty times its original size, comprising in its membership almost all of the real workers in their line in Massachusetts and its neighboring states, including not only those who have developed a talent for the work resulting from their own efforts, but the highly educated college man, all working side by side in a joint endeavor to get the best that can be obtained.

The progress in road making has been relatively almost as great during the period of the Association's activity, as the growth in its membership. The earlier work was for the horse and the bicycle, and the development of conditions favorable for intertown traffic and trade when the horse was the principal motive power. The water bound macadam road was developed to its highest perfection within a decade, but the increase in the volume of travel and the changes in the methods of construction necessary to provide for the satisfactory transit of automobiles during the past ten years has revolutionized methods, and necessarily the use of hitherto unconsidered materials. Travel has increased more than a thousand fold, methods have changed greatly, and materials most of all. Where a plow, a roller, a crusher and a water cast were formerly considered a satisfactory road building equipment, the road builder of today must have his tar and asphalt heating kettles, his oil and tar distributors, for hot and for cold work, his mixer and scarifier and other apparatus, and must be familiar with the characteristics of oils, tar, asphalts, cement and other necessary materials, to secure the desired result.

Through this period of progress the members of the Association have been the most active among the successful forces. Experimental work has been examined, the results noted, and further experiments with materials and methods followed, until today, the average member of the Association is an expert road builder, and has made Massachusetts roads the most admired and praised of all the sister states. And the work is not yet done. Other forces are in operation that show that still further progress is imperative to care for the changing mode of traffic, and maintain the roads in constant good order. And the members of our Association will solve the coming problems as they have solved those in the past.

Amsterdam as Trade Clearing House

War and other circumstances are about to direct to the United States a delegation from the American chamber of commerce in Amsterdam, Holland, now known as the American Export Chamber of Commerce. The delegation will arrive next month and will remain about three months. The delegation will talk about trade with the Netherlands and the advantages offered by its own organization.

The bureau of foreign and domestic commerce of the department of commerce will assist the delegation in its international ends. The propaganda of the envoys from Holland will be facilitated by the use of lantern slides and moving pictures.

The campaign proposed should be of interest not only to business men but, indeed, to the public at large. It is the plan of the Amsterdam chamber to make that city the center from which American advertising can be done, and it desires to make its headquarters what shall be practically a commercial museum, where reliable information about American industries can be obtained. The chamber will maintain branch offices in all parts of Europe, and it requests that American commercial travelers in Europe inform it of their movemens.

Belgium Relief Work

The greatest relief work in history has been the first ten months of the service of the Commission for Relief in Belgium. This commission has collected and disbursed $80,000,000, of which $15,000,000 has been given in the form of money or gift of food by the people of the United States, the British empire and Belgium. Over 50 per cent. of the money expended by the commission in benevolences is being furnished by Belgians abroad and a large amount by Belgians in Belgium.

However great may have seemed the donation of supplies and money sent by the United States, it is a fact that only something over $6,000,000 worth, including money, has come from this country, but it should also be remembered that it was the prompt action of the people of the United States which gave the commission that standing which enabled it to secure vital concessions from various belligerent governments. If the public loses interest in the work now the resources of the commission cannot keep pace with the need.

The Street Lad's Paradise

This City Dedicates the New $160,000 Home of the Worcester Boys' Club, a Structure Without a Peer Among Similar Organizations in this Country Made Possible by the People of Worcester in Appreciation of the Work of Supt. D. W. Armstrong

THEIR labors accomplished, the builders of Worcester have seen the result of their building. Not the men who make a living by handling the bricks and the mortar, but the people of the city who built by their money and spirit the new home of the Worcester Boys' Club, the cornerstone of Worcester's unseen superstructure of useful citizenry in years to come—these are they who have received their reward.

In the opening of the new building which the boys will have for their own, the evolution of this great cornerstone was completed. So the builders saw the result of their building, for the men and women, boys and girls who by their sacrifices made possible the edifice that stands on the corner of Ionic avenue and Beacon street were all invited to the opening exercises a few weeks ago; and so far as could be judged, they all came.

It seemed a wondrous climax to the twelve days of feverish campaigning a year and a half ago; a wonderful crowning of years of hoping and planning; a brilliant culmination of a whole city's endeavor to bequeath to posterity nobler generations of citizens. Those who thought on these things were glad they had a share in the laying of the cornerstone, glad they were numbered among the builders.

These are happy days for Superintendent David W. Armstrong, the "man behind" almost from the start of the project. His delight reaches back to that night in the spring of 1914 on which scenes of riotous enthusiasm were enacted in the ball room of the Bancroft Hotel as the campaign teams one after another made their final reports and the big fund swelled by steady jumps to the total of $162,000. "Dave" Armstrong on that night began to see a vision he had long been gazing at from afar brought suddenly near as by a magic touch.

Today the vision is a vision no more, but an actual spectacle. It stands on Ionic avenue and it's three stories high. It has a fine gym, as good a swimming pool as can be found anywhere, and unlimited facilities for social and educational activities.

That is what makes "Dave" Armstrong joyful. But his pleasure seemed mild compared to the tumult of joy that swelled up and overflowed on the day the host of boys for whom the club home was built swarmed through the big doors and explored the structure from end to end. None of them had ever seen anything like it before. It took them a long time to realize that it had been erected for them. Boyishly, they didn't pause to figure out the meaning of it all, but just went about staring, admiring, exclaiming. Eyes wide with wonder were to be met with at every turn; high-pitched voices kept up a spontaneous outburst.

Realizing that these would come to pass, foreseeing also the new future of so many boys of the city who would otherwise go down in the whirl of a big city, Superintendent Armstrong felt joyful—for the boys, for whom he has worked and lived ever since he first came to Worcester.

Four days were devoted to the formal opening of the building. Beginning October 20 with a reception to the workers in the campaign which raised the money, the program continued on October 21, with an inspection of the plant by all who contributed towards its erection, followed on October 22 with an inspection of their new club home by the boys who were members of the club last year, and on October 23 by an examination of the structure by all boys of the city who desired to see it. The following Monday, October 25, the year's routine was begun, the usual activities were taken up, and the building put into permanent use.

For a while only boys who are at present members of the club will be admitted to the building. After they have become accustomed to it and know how to use it, under the guidance of the older fellows, applicants for membership will be admitted gradually, up to the capacity of the building, which can accommodate some 2000 lads.

In dedicating this building, which opens a new era for an organization that has been crusading since 1889, no ceremonies were held. Aside from short talks to the boys on the night when the members of the club were first admitted, when remarks were made by President Reginald Washburn of the directors, and Supt. Armstrong, there were no speakers. The building was allowed to speak for itself.

A reception to the campaign workers took place on the opening night. Those who were on any of the teams, with their wives and husbands, as the case might be, were received and shown throughout the rooms.

The receiving line was made up entirely of women—the wives of the directors, with the addition of Mrs. Charles M. Thayer, who is herself one of the directors. The others who received were Mrs. Reginald Washburn, Mrs. Henry L. Miller, Mrs. Ernest G. Adams, Mrs. George A. Gaskill, Mrs. Maurice F. Reidy, Mrs. Harry G. Stoddard, Mrs. Jerome R. George and Mrs. Willard E. Swift.

In conducting the guests about the roomy structure and showing them the attractiveness of Whittall Hall, the Washburn Memorial Gymnasium, and the Swift Memorial Library, a staff of 30 ushers was used. Each of these ushers served as a captain of the 30 men's teams during the campaign.

On this roll of captain-ushers were Carl Bonney, James F. Carberry, Richard C. Cleveland, Henry Duckworth, Evan F. Jones, F. Lincoln Powers, Waldo E. Sessions, George R. Stobbs, Fred B. Washburn, Matthew P. Whittall, William H. Nelson, Charles E. Ballou, George S. Clarkson, John D. Coe, Louis E. Feingold, Chester D. Heywood, Pehr G. Holmes, Edward J. Quinn, Chester T. Reed, Jacob Reed, George W. Taylor, Marvin C. Taylor, John F. Tinsley, Alfred M. Van Deusen, Robert E. Wesson, Russell Winslow, Hamilton B. Wood, Albert H. Anderson, John C. Spence and F. A. Bancroft.

It is a question which was the more impressive, the gathering of those who had put nearly two weeks of

energy into the task of soliciting the building fund, and to whom the structure meant more than anyone else except the boys, or the steady stream of citizens from the city at large, the people who had contributed the money that put up the building.

In the first group were scores of the best known people of the city. With them were the people who served on the general campaign and the speakers at the opening banquet. Of these latter, special invitation was sent only to three, Congressman Samuel E. Winslow, John H. Fahey and Samuel J. Elder, of Boston. The others who spoke on that occasion were present at the opening under the classification of workers.

Undoubtedly the team workers were as interested in Superintendent Armstrong's big record book as they were in the building itself. To preserve the story of the campaign is the purpose of this book. It contains portraits of all the people who had a leading part in the big effort, with typewritten lists of the team workers and a complete list of every person who gave a contribution towards the building. This list includes between 12,000 and 15,000 names.

It must be admitted that the building is a wonderful piece of work. The extraordinary things about it do not all present themselves to the eye. One or two of them occurred before ever a mason took trowel in hand to begin his task of placing brick upon brick.

As already hinted, the whole idea was perceived through one of those visions which come to men of foreseeing minds and courageous hearts, who not only have the perception to see the visions but the will power to bring the visions to pass. Something more than a hint should be given of how this all came about; for it argues that no more surprising things ever happened in fairy tales than occur in this prosaic twentieth century.

The New Club House of the Worcester Boys' Club

The man with the vision was "Dave" Armstrong, as already related. For eight years "Dave" Armstrong has been the executive officer of the Boys' Club. His contact with the boys of homes which are the opposite of palatial has brightened many a lad's life and inspired a comradeship which, when at full blossom, is the finest in the world. All that, however, is another story, though a stirring one.

In 1907, the year Mr. Armstrong came to Worcester

from Pittsfield, where he was trained in the famous Boys' Club of that place, the Worcester Boys' Club had a dingy one-story brick building on the corner of Portland and Madison streets, facing Madison square. To put it mildly, the environment was depressing to most healthy, red-blooded American boys.

It was depressing also to "Dave" Armstrong. He wanted a better building before he wanted anything else. He began to sound his directors and achieved what

THE GYMNASIUM

seemed to be a difficult feat by securing substantial additions to the plant, at considerable cost. Another story was built and the original home much enlarged.

It was then possible to take care of over 800 boys and a bigger work was begun than had ever been done before. And then it was that "Dave" Armstrong quietly, not to say audaciously, set before his mind's eye the erection of a real Boys' Club Building!

Keeping his own counsel for nearly three years, he worked out in his own mind just what he wanted in the way of a structure. What he planned then he executed when the new building just opened was put up.

Not a detail in that structure which thousands of people saw during the week of October 20 was omitted from the scheme of a Boys' Club home which "Dave" Armstrong sketched out for himself. Three years ago he drew preliminary plans. Then he studied these plans and did more sketching in his own mind. Long before the big dinner which marked the beginning of the campaign to raise $150,000, destined to exceed the goal by $12,000, the energetic young superintendent had the edifice on paper practically as it exists in brick and wood today.

That is the principal reason why the entire plant is so admirably planned, and the reason, too, why it was put up and equipped with the most modern paraphernalia at a total outlay of $92,000. A real factor in this latter accomplishment, however, was the co-operation of the architects, Frost & Chamberlain, and the really honest labor contributed by John J. Powers, the contractor. Of him Supt. Armstrong has a great many words of praise to speak.

However that may be, in conception, in arrangement, in plan and lay-out, the Boys' Club building might well be termed the Armstrong building; for it is assuredly a monument to his consecration to the cause.

Standing behind the counter in the attendant's office on the first floor, the observer can note at a glance the singular compactness of the floor plan. Before him, across an aisle, is the main game room, spacious, airy, light. To his right, through a door and across a gate counter, is the intermediate game room with billiard tables and checker boards. Behind him are the lockers for this floor where the clothing laid aside by the boys is checked.

A CORNER OF THE GAME ROOM

Adjoining is a counter for a second attendant who can supervise without difficulty the main entrance, the stairs leading to the second floor and to the basement, and the entrance to the gymnasium. This attendant controls the gate admitting to the gym, issues the gym tickets, supervises the wash basins, and keeps tabs on the banking system maintained by the club, one of the best of its kind in any boys' club in the country.

In the rear of the attendants' quarters are the general offices where the clerical staff of the club works. Under the attendants' eyes are all parts of the first floor where boys will go, except the gymnasium, which is supervised separately by the physical director.

Opposite the main entrance, at the end of a short corridor, is located the private office of Superintendent Armstrong. It is central, so that he can easily get to the game room, the main lobby or the gymnasium, and has but a few steps to go to reach the stairs leading to the upper floors or to the basement.

Between his office and the gymnasium is the physical director's office, where Physical Director William S. Gilliam, a graduate of the Chautauqua summer school for physical directors, has his desk. By merely turning his head, Mr. Gilliam can observe the entire floor of the gym and has but a few steps to go to be in the gym itself.

No attempt has been made to put money into ornamentation, but the building is attractive none the less because of its very simplicity. Interior finishes are of plain North Carolina pine, except the first floor and corridors, which are finished in ash, while the walls are of tinted cement, for this building was built for the future. Around the main game room is a railing and at one end is an open fire-place.

Marble has been used in the construction of the wash stands and in the lavatory, which is just off the main lobby. The general scheme, although conserving space,

yet lends itself to roomy stretches, allowing a main game room 32 by 46 feet and a gymnasium 57 by 80 feet.

The gym has characteristics which make it unique. It is 26 feet high, and the running track is eight feet, six inches wide, and sloped nicely. There are 27 laps to the mile.

By locating the gym in a separate wing, with the upper floors of the building at the opposite end, lighting and ventilation in the gym are most excellently provided for. There are plenty of windows, while the air is drawn through from one end to the other by powerful fans, and so kept pure. The apparatus has a capacity for pumping 120,000 cubic feet of air a minute.

A hanging net is one of the ingenious things about the gym. When a basketball game is on, a net is hung from the gallery, completely enclosing the floor, yet not shutting out the spectators' view. Inside this net the teams play with no possibility of delays from out of bounds, because there aren't any out of bounds. The net, too, keeps the crowd from swarming over the gym after the game, and thus saves the floor. Bleachers accommodating 400 people surround the playing floor. All the apparatus is thoroughly modern and of the latest make.

The gymnasium is a memorial. It was given by Mr. and Mrs. Charles G. Washburn in memory of their two sons. It is one of the finest of the several special gifts made to the building. In its tint blends of green and cream, with its circling track and its polished floor it is a thing of beauty in the eyes of every lover of the athletic.

Whittall Hall constitutes the special spot of interest on the second floor. It provides what the club has long needed—an assembly hall big enough for the crowds of boys which turn out when a big social affair or entertainment is on.

In this hall many and many an exhibition of high grade moving pictures is to be shown. The rear wall of the stage has been tinted with a special preparation, giving a clear, pure white, which makes the best sort of a moving picture screen. Almost oblong in shape, the hall affords the best kind of a place to see a picture clearly, for the eye is not placed at an angle no matter how far to one side the spectator may sit.

Three hundred boys can be comfortably seated in the hall, which is so arranged that the rear section can be divided off by folding doors if desired and made into a smaller place of assemblage. Story telling classes, rehearsals, or meetings can be carried on simultaneously by this means.

To Matthew J. Whittall, head of the Whittall Carpet Mills, will go the gratitude of every boy who uses the hall, for it is his gift to the club. He told the story at the time of the campaign of how he came to this country himself a boy without any wordly funds, and of how well he understands the value of such an institution as a boys' club of the type that Worcester has got.

Just across the corridor is the Swift Memorial Library, the gift of Mrs. Sarah J. Swift, in memory of her husband, the late D. Wheeler Swift. Probably this is the most artistic room in the entire building. It is done in oak, with a panelled ceiling and walls, and has an inviting fire-place with a panel telling the occasion of the gift. A semi indirect stytem of lighting is used, with attractive chandeliers and globes. Heavy, harmonious furniture, has been installed.

In this library will be placed a large collection of the best boys' book written, as well as all the leading boys' magaines. The selections have been made personally by Miss Underhill, head of the children's department of the free public library, and Miss Bell, one of the assistants in that department, who is also the official story teller of the club.

At the head of the stairs is the kitchen, convenient to Whittall Hall and to two club rooms opposite. Refreshments are to be served at many social affairs, large and small.

Rooms for the seniors and five rooms for educational classes are located on the third floor. The senior suite comprises a senior parlor, which is one of the most homelike spots in the structure, and the senior game room, with billiard tables and checker tables.

Few institutions of any sort have a better swimming pool than the new home of the Boys' Club. As its deepest end it is seven feet deep, while at its shallow end it is three feet below the surface. At the deep end a spring board for diving is to be installed.

The pool and the room where it is placed are practically lined mosaic tile. The air is purified constantly by being drawn through and sucked out by a fan, while the water is purified every ten hours.

Showers with automatic sprinklers which cannot go above a fixed temperature are adjacent to the pool. The shower room is constructed of unpainted cement, making it easy to keep clean with the smallest possible chance of collecting dirt.

The locker room is extremely well equipped. Steel shelves with individual trays for clothing and an abundance of locker space for dressing are special features. While the clothing is in the individual baskets, fresh air passes over it in continual streams, increasing the sanitary surroundings. An attendant is stationed at a window in the wire enclosure before which every boy has to pass in order to go to the lockers and from there to the showers and the pool.

Other attractive spots in the basement are the two well groomed bowling alleys of regulation length and width, and a small hand ball and basket ball court for scrub and try out games. This court is sunk below the floor of the basement and provided with a small stadium which will accommodate about 300 spectators. It is 30 by 50 feet.

Part of the Boys' Club work is vocational. There is a completely equipped printing shop, and a well utensiled carpenter shop. Both of these are in the basement, so that all the most noisy activities are centered at the bottom of the building, while the more quiet pursuits will be grouped on the upper floors until the top floor is reached where the least noisy of all the quarters have been placed.

This arrangement was also, it is hardly necessary to say, an important part of the vision and later the plan which "Dave" Armstrong was responsible for.

A novelty can be carried out when the time comes in the form of a roof garden. As there is nothing above the gymnasium, and the roof is quite flat, this spot will doubtless be used for such a purpose during the summer. It is plentifully large enough.

There is also a chance for an out-door play ground on land which was part of the property originally purchased by the club for its new structure, and which was not utilized in the erection of the building. This land adjoins the building at the rear.

A Worcester County Field Day

Boys and Girls from Practically Every One of the Fifty-Nine Cities and Towns Join in First Great Get-Together Meeting Under the Auspices of the Worcester County Farm Bureau—The Beginning of a County-Wide Movement

THE First Field Day of the Boys' and Girls' Department of Worcester County Farm Bureau was held at the New England Fair Grounds in Worcester on October 9th. The bringing together of the county and city forces, the co-operation of the schools of the county, the Play Grounds, the Boy Scouts, the Camp Fire Girls, the Garden Cities, and the boys and girls from the farm and from the city not connected with any organization, is sure to assist in increasing the interest in the boys' and girls' activities of this Department of the Farm Bureau.

In spite of the short notice (less than one month), a good proportion of the 59 towns and cities of the county were represented among the three thousand children present. Special, extra and regular cars, automobiles and auto trucks, brought the boys and girls from far and near.

Petersham, a town ten miles from a railroad, and thirty miles from Worcester, was the banner town with nearly fifty boys and girls present, out of a total town population of 757.

Leominster had the largest delegation from any one place, except Worcester; about thirty large automobiles bringing the boys and girls from that town. Several other towns, Holden, Southbridge, and Uxbridge, sent large delegations.

Among the special features of the Field Day was the parade around the track by towns in the morning. The singing was led by J. Edward Bouvier, of Worcester. The following song written for the occasion, by Mrs. Milton P. Higgins, was a decided success.

SING WORCESTER COUNTY FOREVER

To be sung to the tune of "Marching Through Georgia"

1. Blow the bugle, beat the drum. Sound out the sharp alarm.
   Worcester County boys and girls from city, town and farm,
   Come to celebrate the day with vigor, youth and charm,
   Sing Worcester County Forever.

CHORUS. Hurrah, hurrah, we sing the jubilee.
Hurrah, hurrah, our country wide and free,
Loyal, true to county, state and country we will be,
Sing Worcester County Forever.

2. Worcester County boys and girls are fully wide awake.
   See the fields of crops we raise, the gardens that we make,
   See the homes we keep so neat, the loaves of bread we bake.
   Sing Worcester County Forever.

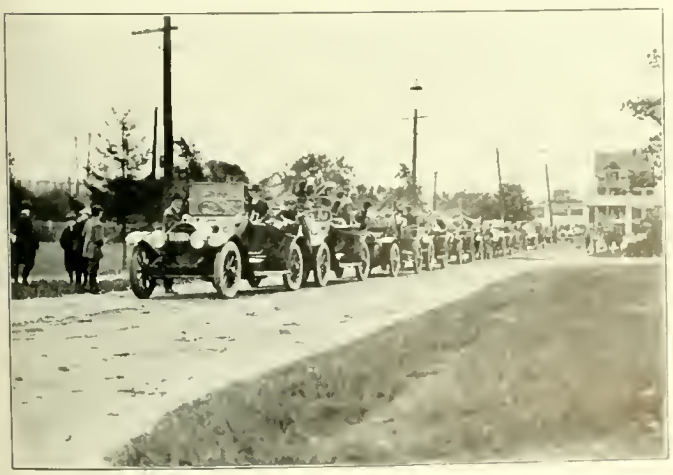
3. First in home and first in school and first in church and state.
   Virtue, wisdom, strength and love, we strive to radiate,
   To our country and our god our lives we dedicate.
   Sing Worcester County Forever.

CHORUS.

Short, snappy speeches by Prof. O. H. Morton, State Leader of Boys' and Girls' work, Hon. J. Lewis Ellsworth, and W. D. Ross, President of Worcester Agricultural Society, were followed by the singing of "America," and then the athletic contests were resumed.

The official program and list of officers follow:—

8 A. M. Scouts assemble at Scout headquarters, and march to grounds.



THE AUTO PARADE ENTERING GROUNDS

BOY SCOUTS ESCORTING BOYS AND GIRLS

THE PETERSHAM DELEGATION

A SECTION OF THE CROWD OF YOUNG PEOPLE

8.45 A. M. Traffic Chief with Scouts at Station to see that all persons coming by train take cars for Fair Grounds.

9.30 A. M. Automobile parade, from Foster street to Main street, and out to Fair Grounds.

10-11 A. M. Parade on foot in front of grandstand.

11-12 A. M. Boys' 25, 40 and 60 yd. dash and relay race.

12 M. Bugle calls to lunch. All assembling on the grandstand.

12.25 P. M. Bugle call for attention. Repeated by all buglers on grounds.

12.30 P. M. Announcements, if any, and introduction of Mr. Charles H. White, Manager of Worcester County Farm Bureau.

12.35 P. M. Mr. White introduces first speaker.

12.50 P. M. Mr. White introduces J. Edward Bouvier, who takes charge of singing. Bands playing.

1.00 P. M. Mr. White introduces second speaker.

1.20 P. M. Singing and music by bands. Girls prepare for 25, 40 and 60-yd. dash and relay race.

1.30 P. M. Athletic contests.

3.00 P. M. Exhibition of Boy Scouts of America.

3.30 P. M. Exhibition of Mrs. Winthrop Hall's Camp Fire Girls.

3.55 P. M. Bugler sounds the assembly calls, repeated by all buglers and drummers.

4.00 P. M. Extra and special cars begin leaving.

FIELD DAY OFFICIALS

BADGE ROYAL PURPLE

J. Lewis Ellsworth, President, Worcester County Farm Bureau.

Charles H. White, Manager, Worcester County Farm Bureau, in charge of speakers.

E. Thornton Clark, Agricultural Advisor, Worcester County Farm Bureau. Drum Major for leading band in parade, and in charge of grandstand.

H. D. Hemenway, in charge of Boys' and Girls' Work, Worcester County Farm Bureau. In charge of Field Day.

BADGE WHITE

Mr. Thomas Holland, Supervisor Worcester Play Grounds. In charge of athletics.

Referee, Dr. Joseph W. O'Connor.

Starter, Thomas E. Holland.

Clerk of course, William Holley.

Assistant clerk of course, William Kelley.

Judges at finish, Lloyd Zellars, Edgar Holmgren, Harry J. Butler.

THE CAMP FIRE GIRLS AND THEIR EXERCISES

A CLOSE FINISH IN THE 40-YARD DASH

Timers, Frank J. O'Brien, Leland Durkee, John Dumphy.

Inspectors, John W. Hammond, Ralph D. Perry, Miles Illingsworth.

BADGE PINK

Mr. Arthur R. Forbush, Boy Scout Commissioner, Chief Marshal.

Assistant to Chief, Howard Pomeroy.

Marshals, F. E. Gates, A. R. Tulloch, William Menard, Walter N. Davis, William Snow, Leslie Willard.

Buglers, Torman Mattison, Randolph De Fosse, Milton Wilson.

Sidney Smith, in charge of First Aid.

BADGE YELLOW

Mr. Arthur V. Parker, Superintendent of Worcester Parks, in charge of transportation.

BADGE WHITE BUTTON

Worcester District Nursing Association. Fully equipped for first aid. In charge of two district nurses.

Mr. J. Edward Bouvier, leader of singing.

Mrs. Winthrop Hall, in charge of Camp Fire Girls and rest room.

Mrs. Milton P. Higgins, author of special song, "Worcester County Forever."

Hon. J. Lewis Ellsworth, President of Worcester County Farm Bureau and Chamber of Commerce.

Charles H. White, Manager Worcester County Farm Bureau.

Prof. O. H. Morton, Amherst, Mass., speaker on Boys' and Girls' Work.

Jones-Mannix Co., in charge of restaurant.

Boy Scouts, water distributors.

Boy Scouts with blue bands act as orderlies.

(All lost articles, or persons, should be taken to Scout headquarters on the grounds.)

Town managers, Boy Scouts, Worcester police, Consolidated employees, assistants.

No one could look into the faces of the three thousand boys and girls and believe for a minute that the county would not take its proper place in production of agricultural products, and with the boys and girls back of the movement it cannot fail.

The utilization and prevention of waste; the development of industry; the increased production of high quality of agricultural products, as well as the development of Worcester County's best crop—its boys and girls—is the aim of the Boys' and Girls' Department of the Worcester County Farm Bureau.

A New Clearing House

By establishing a central bureau, through which information regarding the best structural standards and effective methods of commercial and trade organizations could be cleared, the Chamber of Commerce of the United States took action today which is of importance to practically every principle commercial organization or trade body in the United States. Although national and state business organizations have long recognized the need of a bureau through which information regarding commercial organization methods and activities could be clear it has remained for the National Chamber to swing the proposition because it would be beyond the ability of any local organization to finance such a bureau properly.

By way of inaugurating the new work Colvin B. Brown, of San Francisco, it was announced, has resigned the position of head of Domestic Exploitation of the Panama-Pacific Exposition to become chief of the Organization Service Bureau of the Chamber of Commerce of the United States. It is proposed to appoint a special advisory committee to work with the new Bureau. It is suggested that such a committee should be made up of commercial secretaries and business men.

A STEP FORWARD IN COMMERCIAL ORGANIZATION WORK

"The work for which our board of directors has given its approval, marks a great step forward in commercial organization work in the United States," states Elliot H. Goodwin, of Washington, D. C., secretary of the National Chamber. "The demand for such a clearing house of information has been insistent and continuous on the part of our organizations in various parts of the country and we feel fortunate in having secured the services of a man so well qualified as Mr. Brown to undertake the work.

"There will be placed at his disposal an extensive library of several thousand commercial organization reports and by-laws, periodicals dealing with civic affairs and trade, documents issued by commercial and trade organizations, and files of correspondence, all accumulated since the organization of the National Chamber. These publications will be studied and tabulated by the Organization Service Bureau, and files will be kept under appropriate headings of anything having to do with the increasing number and variety of activities with which the trade and commercial organizations are called upon to deal."

All the information collected is for the use and guidance of the organization members of the Chamber of Commerce of the United States. It is not proposed at present, if at all, to attempt to declare what is the best form of organization or the best method to pursue in any one line of commercial or trade organization activity; but the new bureau hopes to be able to furnish promptly inquiring members with full information regarding experience and results with the various trade methods employed in the range of commercial activities so that the inquirer may be informed regarding methods that have failed as well as methods that have succeeded and why they have failed or succeeded, wherever that may be possible.

BULLETIN SERVICE FOR COMMERCIAL SECRETARIES

There will be a bulletin service which will go to commercial secretaries only, and will contain such information as may be considered of special interest to them in their work. A particular aim of this bulletin will be that it shall contain suggestive ideas. Questionnaires will be sent out by the Organization Service Bureau, but only after careful consideration. The results will be tabulated and distributed to organization members. In the course of time it is hoped to achieve to as great an extent as may be practical, a standardization of practices that have been thoroughly tested and proven to be effective.

Vocational Education in Worcester

No City in America So Well Equipped to Easily and Intelligently Meet Its Full Obligation in this Direction—The Worcester Trade Schools Offer a Perfect Center for the Larger Development for Boys and Girls Destined for Industry

By Hon. H. E. Miles,*
Chairman, Wisconsin State Board of Industrial Education

IT is a delight to speak on Vocational Education in Worcester for possibly no city in America can so easily and intelligently meet its full obligations in this direction to its citizens, to the State and Nation.

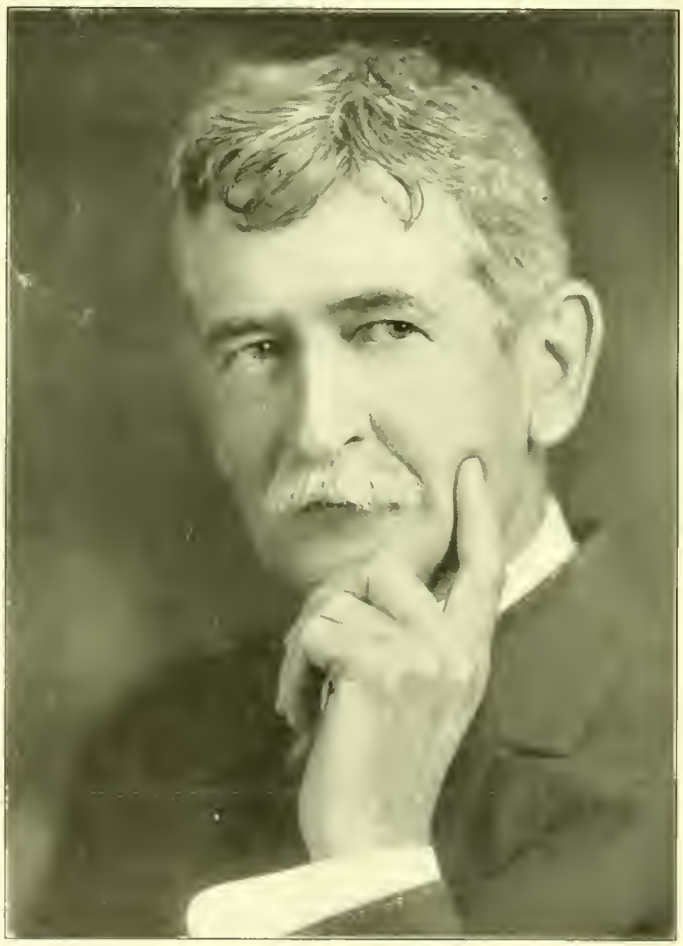
You have a trade school for boys remarkably correlated with your industries and opportunities. Founded by Mr. Higgins and developed by him and others of great capacity and insight, it offers a perfect centre for the larger development which you must soon undertake. Your trade school for girls is equally adapted to the needs of women workers and home makers. And for those students who will go further you have your institute of Technology and its staff to draw upon.

You are training 450 boys in the boys' trade school and 180 girls in the girls' school, a total of 630. If the courses average 3 years you are therefore turning out about 200 skilled workers per year from both these schools, at a cost of about $180 per pupil year, exclusive probably of interest and upkeep of plant which would materially increase this figure.

You are getting value or more than value for this outlay in the enlarged capacity, the heightened intelligence and the sturdy qualities of citizenship of these graduate students.

But let us look at this situation from another side. It is the obligation of a community to educate all its children; to fit each one for a life of useful and happy accomplishment. Only 150 of the boys in the trade schools and the same number of girls, a total of 300, are between the ages of 14 and 16. There are 3237 children in Worcester, 14 and 15 years of age who are out of school on working permits, little industrial waifs with about a fifth, sixth or seventh grade education which means only an indifferent ability to read, write and cipher in simple ways and almost no training in citizenship and the obligations and opportunities which they must meet all through life and pass upon as voters.

Most of these children are working at jobs that offer the minimum of instruction. Unassisted they are coming against problems daily in an ignorance thereof that makes for defeat, sorrow, and hate, and temptations that make for pain and sin.



HON. H. E. MILES

Great numbers of these educationally abandoned youngsters are as bright as those who are in school and some of them are little geniuses.

Worcester then is caring for just one-tenth of the more than 3000 working children under 16 years of age toward whom she has an equal obligation and upon whom her future largely rests. Of those over 16 she gives vocational instruction to 300 boys and 30 girls, out of four or five thousand.

But never may we expect Worcester or any other city to build trade schools at a cost per pupil of anything like $180 for all the thousands of child-workers and adult workers who should be trained, nor will the financial and social conditions of these other thousand ever permit of their giving up their wages of from $200 to $350 per year for three or more years for such schooling.

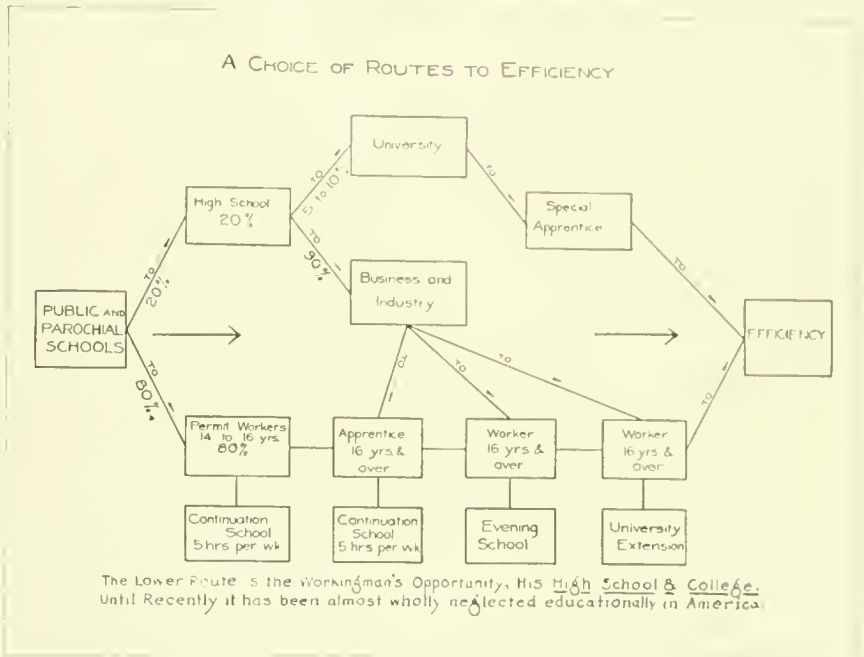
Worcester's experience is substantially that which all Northern Europe went through and grew out of a generation or more ago. The all-day trade school is as good as we have ever thought, but it is for the very few and should be for the especially qualified.

We must find a new way of meeting our enlarged conception of common school education. No child is educated until taught to use brain and hands effectively in

*An address delivered before the members of the Worcester Chamber of Commerce on October 1, 1915.

its own support, in social service and as a means of ever increasing self expression and accomplishment. Trades are not forms of hateful servitude; they are instrumentalities of happy accomplishment. Work is debasing and hateful only when it is ignorant. Intelligent work is joyous and uplifting. Out upon an education that puts no one anywhere. It is unworthy of the name unless it provides a developed, happy power of expression and accomplishment in the day's work. The lifting of the world is in the day's work.

We have heretofore given substantially all of our care to the development of a pathway for 5% or less of our people to the highest places through university and special schools. We have been careless of the 70% who quit at the end of the high school. We have unconsciously increased the popular distaste and avoidance of all those tasks by which about 90% of us live and serve. We must now exercise that common sense that educationally wiser nations than ours has long used in behalf of the 90% in making a pathway to happiness and accomplishment in and through their daily tasks whether they are more or less humble. By her Continuation Schools, Germany has quadrupled her efficiency and filled more than half of the top places in her industries with the boys who quit the regular schools at fourteen and earlier and get up through their daily work with the assistance of the Continuation Schools.



We need not theorize concerning the next step. Germany leading but in various respects equalled by Switzerland, France, Austria, Denmark, in short, all those countries from whom we have drawn our best informed and skilled workers, faced the situation in which Worcester now is, long, long ago, and solved it by substituting an all-inclusive educational development for the narrow and costly process of training a few only.

They brought the school into the factory and the factory into the school. As an assurance that all interests that were required to contribute would be duly regarded, they gave the general direction of Vocational Schools to employers and skilled employees, much as the trade schools of Worcester are now directed by the heads of her industries and those who are especially informed in the occupations to be taught.

One can learn times faster and more effectively when he is working in immediate connection with his instruction. A half day or a day per week of instruction immediately bearing upon the work of all the rest of the week makes, in a way, a whole week of schooling.

It is of enormous consequence and advantage to employers that the workers be thoroughly trained; and it is the very life and hope of the working people that they all be educated. Europe, therefore, commonly requires from four to twelve hours of schooling each week during working hours of all workers under 17 years of age and employers are required to release children for this schooling during working hours. The teachers are highly skilled persons who have had long experience in the trades taught, and employers find profit in such adjustments as they have to make for this schooling.

About 100 great corporations in the United States are giving this sort of instruction to many of their own employers at large expense and would support the statement of Mr. Cross, Supervisor of Apprentices of the New York Central, that "The cheapest wages paid these apprentices are for the house from 7 to 9 in the morning, two days a week when they are in school learning to make the rest of the week more and more worth while to themselves and the Company."

Wisconsin formulated as best she could the European experience four years ago, since which time every child worker under sixteen in a city of more than 5000 people has had this schooling. During the first six months several complaints were made to the State Board by employers. Since that time not a single complaint from any quarter whatever.

Meeting the obligations squarely her Legislature provided for a State Board of Industrial Education consisting of three employers, three skilled employees and three great educators, and further that every Board of Education in a city of more than 5000 people should appoint a sort of special committee with power not wholly unlike your trade school committee. The Wisconsin appointees, however, have full power during their term of office and must consist of two employers and two skilled employees who with the city Superintendent of Schools are called the local Board of Industrial Education. This Board informs the taxing authority of its requirement up to a half mill, which money is thereupon added to the tax roll and placed to the credit of the Board. After four years of trial and without the slightest unfavorable criticism of the system from any quarter the Legislature recently extended the powers of the State Board and increased the period of compulsory day-time attendance to 17 years; and the State Board is about to employ the ablest and most experienced talent it can find to further improve the character of instruction.

Says the judge of a Wisconsin Municipal Court: "Whenever a delinquent boy or girl is induced to enroll in the Continuation Schools, he or she immediately ceases his courses of waywardness, and is greatly benefited."

15,000 children were arrested in one year in Chicago, mostly for petty mischief which the development of better interests and aptitudes would have prevented. I have seen boys abandon a ball game in the middle of Saturday afternoon while players and spectators watched with longing eyes the luckier little street boys who were being taught trades in a half basement in one of these schools.

Said the manager of a splendid department store: "I wont permit my bundle and cash girls to go to this school. It is an unwarranted interference. Nine-tenths of these girls are not worth training." Said he a few weeks later: "You have made these youngsters all over, I want to do anything I can for the school."

Nor does the school stop with the training of children. The successful business man is going to school, so to speak, all his life; he is learning new things daily under the severe discipline of competition. Correspondingly all industrial workers by right must be allowed to advance through readily obtainable instruction. In Wisconsin the number of adult workers in the evening vocational schools about equal the child workers in the day schools and the instruction is fitted to every need. In Milwaukee 20 trades are taught. Her continuation school ran 8 hours a day, 5½ days a week for 19 months without stopping, and evening besides. Young women home-makers in great numbers were constant in attendance. One group of 450 splendid mechanics took advanced work in engineering under superior instructors two nights a week, studying at home two other nights. This made the cost very low. Many of them had taken correspondence school instruction for which it was found that Milwaukee had been spending about $100,000 per year. The sad part of that is that most of the pupils in the correspondence schools quit early in the course, the great profits of these schools consisting of the hard earned tuition fees of those who drop out.

The value and approval of the work in Wisconsin is partly indicated by the increase in attendance. In the first year, 1912-13, the attendance was 12,000 and the total cost about $125,000; in 1913-14 attendance, 27,000, and outlay, $285,000; in 1914-15 about 28,000 attendance, and outlay about $400,000. About one-half the attendance is day-time permit workers, the other half, adult evening workers. The extension of the law this year should increase these figures one-fourth to one-third.

The cost of this schooling is delightfully low and inconsiderable as compared with regular schools. Let us dignify places of employment and honor them, remembering perchance that Christ himself was placed as a child in a carpenter shop where as He used the tools of the trade knowledge and wisdom came to Him. The Continuation Schools of Wisconsin are in fire-proof lofts over stores and in factories. This makes the rent charge very small and the investment likewise. In the first years of this instruction these educationally disinherited workers will be found so uninformed that the instruction will be more general and less expensive per pupil than we might wish. Able, so-called skilled mechanics, frequently have to brush up on simple arithmetic, which, however, is always taught in the terms of the trade. So far Wisconsin has been unable to spend more than $13.00 per year per pupil all told, including everything from English for foreigners to advanced apprenticeship.

Public sentiment caused the Legislatures of several states, including Massachusetts and New York, two years ago, to empower the local school board or committee of any city to require all or any part of the child-workers under 16 to come to a continuation school for a half day a week during the day time, the State paying one-half the cost of the schools. In a way this legislation was very disappointing in that it brought no action outside of Boston. It did, however, show that State-wide compulsion is necessary and caused Pennsylvania last winter to institute this compulsion and many cities throughout the country to hope and plan for the early establishment of these schools. This state-wide compulsion is almost certain in several states at the first opportunity.

Professor Fisher of Yale estimates the human values of this country, the brain and muscle of its people, at $200,000,000,000 or five times all other "natural resources" combined. It is this that we have neglected and are now beginning to develop in practical ways.

Our exports of so-called "manufactured products" must not longer consist in principal parts of flour, beef, hides, bar copper, crude steel, and lumber. We must sell brains and skill. We export crude materials with only enough brains in most cases to put the materials on ship board; we import the skilled intelligence of Europe with only enough material to give that skill expression. We export cotton at 15 cents per pound and import handkerchiefs at $40.00; we export steel at 1¼ cents and re-import it at from $2.00 to $10.00, and so on. Worcester is leading the way to better things and surely will extend her schools to include the humblest of her children.

Pennsylvania has just legislated requiring eight hours per week of day-time attendance for all her 80,000 permit workers and evening school for adults. There is much objection and threats of discharge from employers of 20,000 children. This is particularly because the law limits the total number of hours per week to 51, out of which 8 hours must be taken for school. Some adjustments may be made at the next session of the Legislature.

Meantime, there is much evidence that a working arrangement will be developed for the accomplishment of the essential requirement of the law without many discharges. Outside Wisconsin, Boston has been the only city to require the attendance of all permit workers. The work in Boston is most satisfactory to all concerned. She is just at your door. Will you not emulate her success and be the second city voluntarily to meet this newly seen obligation? New York City contemplates an appropriation of $200,000 and compulsory attendance of about 20,000 permit workers next January with increases later until she has cared for about 90,000.

Twenty-five hundred city superintendents in convention at Richmond declared that state-wide compulsory attendance for all child-workers is necessary. There is no doubt but Worcester and all other cities like those of Pennsylvania and Wisconsin must take this step. I pray that she may take it voluntarily, and at once, rather than wait for compulsion from outside. The care of her 3237 child-workers as here suggested and the selection of the best of them for further training in her all-day trade schools.

A splendid start could be made with an appropriation of twenty thousand dollars, one-half of which would be returned to her at the end of the school year from the State Treasury. She might, therefore, spend $20,000 at a net cost to herself of only ten thousand to the exceeding advantage of the 3000 working children with an increase one or two years later to thirty thousand dollars, at a net expense to her of only fifteen thousand dollars.

The Truth About South America

A Country Whose Very Vastness Awes the Student of Economics Who Has Studied Its Possibilities—A Country Worthly of the Supreme Efforts of Our Captains of Industries and Which Will Yield the American Manufacturers Returns in Proportion to the Effort He Makes to Acquire the Business

By Roger W. Babson*

WE show great ignorance in speaking of South America as a unit. It is too large and varied to refer to in any such terms. Even one country, Brazil, is as large as the United States, and its coast line alone would stretch from Boston to Liverpool. And there are 10 distinct and different nations in South America alone, not counting the Guineas. Considering all of Latin America we find there are 20 different countries.

The tablelands of the north, which include Venezuela and Columbia, are beautiful, but their utilization is too far distant to interest us now. Our children may be able to travel about in these countries when it will be practical for them to buy land and raise cattle, coffee and the like. But today the good lands are inaccessible for practical purposes. Excepting for a few cities, the north can be forgotten for the moment.

The west coast, including Ecuador, Peru and northern Chile, is doubtless rich in minerals and nitrates. Personally I am very fond of Peru and its people. Perhaps our grandchildren may go there for agriculture; but irrigation must be used. Considering the vast unused areas in other portions which do not need irrigation, the time has perhaps not come to consider the possibilities of Peru. Here again, with the exception of Lima, Antofagasta and two or three other cities, the west coast north of Valparaiso need not seriously be considered at the moment for sales opportunities or other immediate possibilities.

This is especially true so long as the present insanitary and unsettled political condition exists. Unfortunately I cannot pass judgment on Bolivia. I am told it is very rich and has a bright future. Sometime I want to make a long visit to Bolivia. It is said to be very rich in minerals and also to present fine possibilities. Land can be bought there now for almost nothing.

Valparaiso and Santiago are good cities. Valparaiso, next to San Francisco, is the largest port on the eastern Pacific. Although a breakwater is under construction, the harbor is only an open roadstead, and ships must go out to sea when certain storms arise.

Moreover, Valparaiso is built on the side of a mountain which, with the city's susceptibility to earthquakes, makes building rather unattractive. Santiago, however, situated less than 100 miles inland, is an attractive city. These two places combined offer a good market for our goods.

Mr. Roger W. Babson

The south of Chile is a fine country, fertile and rich in timber, with some coal. There also are good rivers for both irrigation and water power. But with all these good things combined there is not much. The valley is less than 100 miles wide and the southern portion is fit only for sheep raising. Hence, although attractive and a good place to live, it is not large enough to get excited over.

The east coast of South America is another story. Every inch of it is fertile and its vastness is beyond comprehension. A large portion of the east coast is low and humid. The south is too wet and the north is too hot. There are insects of all sizes and varieties, snakes, known and unknown, not to mention the natives, which vary from

*An abstract of an address delivered before the members of the Worcester Chamber of Commerce on October 14, 1915.

the high-grade intelligent Argentine scholar to the naked, savage Brazilian Indian.

However, with all these difficulties, I am a great believer in the east coast of South America, not only for my children and grandchildren, but for this present generation. The section from Bahia, Blanca, Argentina, to Rio de Janeiro, Brazil, 1500 miles, extending about 100 miles westward, is a gold mine. Moreover, being as large as all our country east of the Mississippi, it is worthy of careful study.

The best portion of South America includes the best part of Argentina, the whole of Uruguay, most of Paraguay and the southern part of Brazil. Argentina is the wonder of America. Its farms are beyond description. Its cities are the most active imaginable. Its people are as fine as you would want to meet anywhere. I had just as soon live in Argentina as in the United States. It should become a great customer for our goods.

Uruguay is a little country, but very much alive. It is now almost wholly devoted to cattle raising. Argentina has many fine cities. Buenos Aires, Rosario, Mendoza, Rio Blanca and the like.

Uruguay's energy is centralized in Montevideo.

Paraguay is very rich in timber and cattle lands. It, however, is now inhabited only by Indians and hence, lands are very cheap.

In Argentina, Uruguay and Paraguay, there is no manufacturing to speak of today. These countries for years to come will be great exporters of grains and cattle and their by-products, and they are great importers of manufactured goods.

Every live manufacturer in the United States should have branches in this section which is on the verge of a great awakening.

In this section I also include southern Brazil, which is my favorite land of all, so far as climate goes. Here is a section 800 miles long and 400 miles wide situated on a high plateau. It is healthy, cool, and compares favorably with any spot on earth.

It is the Southern California of South America and Sao Paulo is its capital. This city is 2500 feet above sea level and a few miles from the coast. Its port is Santos, from which our coffee comes. Sao Paulo has now more than 300,000 people and soon will have 1,000,000 of inhabitants.

Sao Paulo is also the center of the manufacturing industry of South America. Outside of southern Brazil, there is little manufacturing, but I was surprised at the textile mills, shoe factories and other plants located around Sao Paulo. In my mind, climate is a great factor. I have always confined my investments to fertile but cool climates. Sao Paulo is the center of just such a rich and temperate region.

Space does not permit me to treat further of this here; but our special South American service will from time to time mention definite, money-making opportunities which this region offers to North American capital.

Let me say, however, that the only safe way to invest money or to sell goods in South America is to arrange with some good Catholic young man in whom you have confidence to go there and live. There is nothing in these flying trips nor in long distance control.

If we citizens of the United States hope to do anything in South America we must adopt the German apprentice system, where the best young men go to foreign fields for periods of 10 or more years, often marrying native women, who in many cases are superior to our girls, and sometimes settle down for life.

We must leave off playing with South America. We already are looked upon as four-flushers and bluffers.

Let us quit talking about South America, or else let us send our young men down there seriously to stay, as do the young men of Germany and England.

Concerning the great resources of South America I am fully convinced. Concerning the great opportunities there I have no doubts.

The only question which troubles me is whether or not we, a democratic people with a democratic form of government, can develop a successful foreign trade under present conditions, when force rules the world?

The English have developed a great foreign trade at the point of their guns.

The Germans have developed great foreign trade through subsidies and trusts.

The whole foreign trade game, as played today, is contrary to the fundamental principles of democracy.

Considering that our government is apt to become more, rather than less, democratic, and that the powers of the masses gradually will become greater, while the influence of capital may consequently become less, what is the outlook for our foreign trade and investments?

England and Germany have adopted dollar diplomacy, accompanied by the big stick. Will we? I think not.

Hence, I believe that there are two things we absolutely need in order to develop a real foreign trade with Latin America:—

First, protection for our investments abroad, so that we can safely extend credits and start banks.

The Europeans have established credit for their people through making them fear them, but this being contrary to democratic ideas, it is very improbable that our people will stand for that policy.

Second, freedom from dependence on foreign ships, cables and other means of exchange. Here, again, Europe has established prestige for its manufacturers and shippers in a way that our people will be very reluctant to assent to.

It therefore seems to me that we must devise some other means by which we can secure protection for our investments and freedom from dependence on banks and ships controlled by other nations.

Hence, does not the future of our foreign trade depend on developing machinery whereby we can start foreign banks and steamship lines under a neutral flag which will be under both international control and protection?

In the meantime, let us all help Secretary W. G. McAdoo in his efforts to bring together the three Americas.

Merchant Marine Grows

In August there were built ninety-four sailing, steam and unrigged vessels in the United States ranging from crafts of a few hundred tons to the steel steamer W. F. White, of 7180 tons, built at Lorain, Ohio, by the American Ship Building Company. In the same time four more vessels were added to the merchant marine through the ship registry act of August 18, 1914. These were three British and one German.

WORCESTER A QUARTER CENTURY AGO

November, 1890

Garrison and Votes for Women

Curious coincidences are many along the path of municipal history, in Worcester's case at least. Just at present the air is vibrating with the arguments of those who seek the vote for women and those who are trying their hardest to oppose it. Strange, then, to discover that 25 years ago to a month a notable pioneer meeting in the interest of "votes for women" took place in this city and that the speaker was no less a personage than William Lloyd Garrison, the liberator.

He who fought so hard and so gloriously to accomplish that freedom for the slaves which it was to be the privilege of the immortal Lincoln to consummate, was striving a quarter century back just as earnestly to bring the ballot to woman. Mr. Garrison was touring the country, using much the same arguments then that his modern successors are using in these times.

On November 12, 1890, he spoke in Colonial Hall, located on the top floor of the Crompton block, under the auspices of the Woman's Club, and stated the position of woman so vigorously and intelligently that he was constantly applauded; notwithstanding that those who clapped that night for the cause of the enfranchisement of the fair sex were destined never to live to see that cause ride to triumph in this state, at least.

Mr. Garrison pointed to the clumsy management of finances on a large scale shown by the great majority of men who reach public office and are entrusted with the expenditure of the people's money. He declared with emphasis that if the men who are elected to office have to plan and devise in the way of expenditures and making incomes match expenses the way women who keep house do, they would receive such a training as would make the United States a nation of economists and wise expenders of cash such as the world never saw before.

Mr. Garrison took up that much-worn argument that women for the most part don't want to vote, anyway. He brought out the point that permission to vote is not a command to vote, but held also that women everywhere, upon finding that they had such a powerful weapon to use in the interest of the noble and the ideal, would quickly take advantage of it. He also asserted that to give the vote to women would mean the uplift of man.

Various Street Railway Projects

A tour of inspection was made by city and trolley officials on November 13 of the route for a proposed street railway from Worcester to Attleboro, which, however, never came to accomplishment. It was intended to have this road tap a large section of territory north and west of Worcester. Eventually this territory was opened up by other lines, while the construction of a through line to Attleboro was not deemed sufficiently practicable because of the little amount of travel which such a road could expect to receive.

This was not the only street railway project at that time agitated in which Worcester was directly interested. On November 7 the announcement of a trolley loop in the northwestern corner of the city was announced. This loop was to start at Adams square and to run to Curtis Hill, about three-fifths of a mile distant. It was also proposed to extend it around to Chadwick square, thus completing the loop. The reason for this agitation was a desire on the part of many residents of that district to have better trolley service and the alleged unwillingness of the Worcester Consolidated Street Railway Company to provide the service asked for. The time was to come, however, when the Worcester Consolidated would see the opportunity before it and give this service as desired.

Hearings on the petition of the Worcester, Leicester and Spencer Street Railway Co. to lay tracks from Worcester through Leicester and into Spencer took place in November, 1890, in all three of the places affected. Although opposed by a few interests, the petition in general was favored and many spoke upon it.

The Leicester and Spencer hearings took place before the selectmen of those towns on the same day, November 6. Both hearings were largely attended, and the full board of selectmen was present. The entire board of directors of the road, headed by the president, Hon. Samuel Winslow, was present.

In Worcester the City Government held a hearing on November 17 at which there was a good-sized gathering, and the merits of the new road as well as its prospectus were gone into to the fullest possible extent.

Settlement of Indian Case

One of the queerest cases that has occupied the attention of the Probate Court of Worcester County in all its history came before that tribunal on November 18, 1890, when a little group of descendants of the old tribe of Dudley or Pegan Indians laid claim to money realized from the sale of land owned by their tribe a century previously. The land was located in Webster.

Its sale netted the county $4900 and it was this sum that the Indians sought to obtain. A board of commissioners had previously taken the case under careful advisement and had ruled that the descendants were justified in their claim. The Probate Court eventually held the same opinion and designated the descendants, of whom there were about a dozen, as entitled to a distribution of the sale price among them, which was done.

Demonstration to Hon. A. S. Roe

There was a most enthusiastic welcome home demonstration at the Union Station on November 6, 1890, when Hon. A. S. Roe, former principal of the high school, returned from a trip abroad which he had made during the summer, after retiring in June from the principalship of the high school. Mr. Roe was greeted at the Union Station by about 300 high school students who for the most part had been under his tutelage at some time or other.

That evening a reception, arranged by the high school students and planned from the time when they knew definitely on what date to expect Mr. Roe back, was held at Grace Church in his honor.

Building Operations

City	Sept. 1915	Sept. 1914	Per Cent. Gain	Per Cent. Loss
Akron	$381,925	$286,375	33	
Albany	340,965	267,325	27	
Atlanta	677,745	177,804	281	
Baltimore	595,393	390,811	52	
Birmingham	157,934	162,315		3
Bridgeport	720,260	314,890	129	
Buffalo	987,000	761,000	30	
Cedar Rapids	129,000	264,000		51
Chattanooga	51,165	128,810		60
Chicago	8,569,600	4,925,900	74	
Cincinnati	1,264,444	665,608	90	
Cleveland	2,356,620	2,132,970	10	
Columbus	504,710	491,725	3	
Dayton	191,975	42,785	349	
Denver	194,260	1,007,130		81
Des Moines	218,470	380,650		43
Duluth	285,321	187,829	52	
East Orange	89,233	91,334		2
Fort Wayne	161,345	122,860	31	
Grand Rapids	205,813	427,624		52
Harrisburg	62,175	105,450		31
Hartford	349,250	129,910	17	
Indianapolis	1,255,792	411,723	205	
Jersey City	224,112	193,822	16	
Kansas City	778,425	565,035	37	
Lincoln	125,713	93,650	34	
Los Angeles	828,758	1,106,064		25
Louisville	506,110	263,430	115	
Manchester	120,302	77,037	56	
Memphis	209,535	132,160	58	
Milwaukee	2,961,938	1,207,087	145	
Minneapolis	945,730	881,275	7	
Nashville	84,285	77,505	9	
Newark	662,458	231,660	186	
New Haven	1,478,499	431,610	242	
New Orleans	315,819	159,277	98	
New York City	10,813,730	11,619,179		7
Oklahoma	132,745	29,450	351	
Omaha	359,055	312,360	15	
Paterson	120,581	72,783	66	
Peoria	266,140	136,760	95	
Philadelphia	4,731,670	1,808,155	162	
Portland	299,820	309,140		3
Richmond	242,763	136,799	77	
Rochester	564,845	666,554		15
Salt Lake City	284,309	481,850		41
San Antonio	164,535	188,125		12
San Francisco	1,086,912	830,081	31	
St. Joseph	99,035	26,172	278	
St. Louis	800,185	669,032	20	
St. Paul	1,038,229	2,297,675		55
Schenectady	96,805	91,514	6	
Seattle	471,615	556,560		15
Shreveport	47,389	58,077		18
Sioux City	171,950	84,050	104	
Spokane	145,010	40,690	256	
Springfield, Ill.	70,640	139,230		49
Syracuse	302,315	262,325	15	
Toledo	701,648	360,358	95	
Topeka	59,857	41,575	44	
Troy	261,405	71,104	268	
Utica, N. Y.	78,565	215,525		63
Washington	1,850,442	390,511	374	
Wilkes-Barre	118,002	84,030	40	
Worcester	592,735	254,160	133	
Total	$54,965,052	$41,530,254	32	

Local Bank Clearings

Bank Clearings in this city for the month of September, as reported by the Worcester Clearing House Association, totalled $13,747,324, a gain of $2,389,809 over the same month in 1914—the largest gain of any month thus far this year.

October Directors' Meeting

Directors' meeting of the Worcester Chamber of Commerce Thursday, October 14, at 10 P. M. Present, President, Hon. J. Lewis Ellsworth, Chandler Bullock, Albert H. Inman, Richard J. Healey, Robert W. Rollins, William H. Sawyer, Walter D. Ross, Walter H. Allen, Mark N. Skerrett, Edward F. Fletcher, William J. Woods, Wallace T. Morley, George W. Ward. Absent, C. Herbert De Fosse, Albert A. Spaulding, J. Harvey Curtis, Curtis R. Blanchard, John E. Bradley, Moses Gross, Charles H. Norton.

On motion of Albert H. Inman, it was voted that the reading of the records of the last meeting of the Directors be dispensed with and approved.

The records of the meetings of the Executive Committee were then read and approved.

A communication received from the American Manufacturers Export Association inviting the Worcester Chamber of Commerce to send delegates to its annual convention to be held at the Hotel Biltmore, New York, Wednesday, October 27th, was read and referred to the Commission on Foreign Trade.

A communication from the Chamber of Commerce of the U. S. of A. inviting this organization to appoint members of a sub-committee to serve with a National Committee to consider the creation of a non-partisan tariff commission was referred to the Executive Committee.

A communication from the National Security League inviting this organization to send delegates to a meeting to be held in Boston on Friday, October 22nd, in the interest of national defense was read, and the President was empowered to appoint delegates to attend such convention and he appointed for this purpose Chandler Bullock, Albert H. Inman and Wallace T. Morley.

A communication was received from the Terminal Commission, Boston, inviting this organization to be represented at a hearing to be held on Thursday, October 28th, at 10.30 A. M., and the Directors voted that the traffic manager be instructed to attend this hearing.

An invitation was received from the Atlantic Deeper Waterways Association to attend its 8th annual convention at Savannah, Ga., November 9-12, 1915, and the President was empowered to appoint delegates to attend such convention who will go at their own expense.

A general discussion followed on the condition of affairs in the Fidelity Mercantile Agency, after which adjournment followed.

HERBERT N. DAVISON,
General Secretary.

New York—Russia Service

There will be resumed out of New York the weekly trade service of the fleet of 40 steamers controlled by the sol-called "Russian Volunteer Fleet," and operating to Archangel, Russia. This fleet includes no less than forty freighters.

It is believed that the port of Archangel can be made by the Canadian ice breakers now in service much more of an all-the-year-around port than nature has heretofore forced it to be. Last year it was possible to extend navigation forty days beyond the usual limit. However, the "Russian Volunteer Fleet" may not devote its entire strength to this service, but mainly operate between New York and Vladivostok.

Worcester Chamber of Commerce
Worcester, Massachusetts, U.S.A.

"IN THE HEART OF THE COMMONWEALTH"

Officers

President, J. Lewis Ellsworth
Vice-President, Chandler Bullock
General Secretary, Herbert N. Davison
Treasurer, H. Ward Bates
Auditor, Frank B. Messinger
Clerk, Dana M. Dustan

Directors

Walter H. Allen
Curtis R. Blanchard
John E. Bradley
Chandler Bullock
Moses Gross
J. Harvey Curtis
C. Herbert DeFosse
Edward F. Fletcher
J. Lewis Ellsworth
Richard J. Healey
Albert H. Inman
Wallace T. Morley
Charles H. Norton
Robert W. Rollins
Walter D. Ross
William H. Sawyer
Mark N. Skerrett
Albert A. Spaulding
George W. Ward
William J. Woods

Executive Committee

Walter H. Allen, *Chairman Traffic Bureau*
John E. Bradley, *Chairman Industrial Bureau*
Albert H. Inman, *Chairman Mercantile Bureau*
William H. Sawyer, *Chairman Bureau of Civic Affairs*
J. Lewis Ellsworth, *Ex-officio*
Chandler Bullock, *Ex officio*
Herbert N. Davison, *Ex-officio*

Advertising Manager Worcester Magazine and Assistant Secretary
Herbert L. Fiske

Worcester Magazine Committee
Robert W. Rollins, *Chairman*

D. W. Abercrombie
George F. Booth
Thomas T. Booth
Frederick Bryant
Irving E. Comins
Fergus A. Easton
Frank S. Fay
Edward F. Fletcher
James N. Heald
Clarence W. Hobbs
Herbert A. Maynard
Charles H. Norton
George T. Richardson

The Traffic Bureau

Traffic Manager
Joseph H. Lane

Assistant Manager
Henry A. Rousseau

The Bureau of Mercantile Affairs
William J. Conlon, *Secretary*

Current Events

General

October 3. Rev. C. F. Hill Crathern resigns as pastor of Park Church to devote entire time to lecturing on Darius Cobb's painting, "The Master."

5. National convention of Daughters of Isabella opens in K. of C. building with representative delegations present.

6. Fifty-eighth annual festival of Worcester County Musical Association opens before distinguished audience.

7. Over 300 delegates attend joint celebration of 96th anniversary of Worcester Baptist Society and 18th anniversary of Worcester Baptist Sunday School Association.

9. Clean Up and Fire Prevention Day observed in Worcester. Motor driven fire apparatus parade.

18. Scout Commissioner Arthur R. Forbush of Worcester Council Boy Scouts of America, tenders resignation in order to take charge of work in Syracuse.

Prof. Albert Bushnell Hart, at Congregational Club meeting, urges retention of Monroe Doctrine.

"The Mystic Rose," elaborate musical extravaganza for benefit of Col. Timothy Bigelow Chapter, D. A. R., opens at Worcester Theatre to large audience.

20. New building of the Worcester Boys' Club formally dedicated.

22. Dr. M. A. Rosanoff, formerly of Clark University, elected to newly created Chair of Research and Pure Chemistry at University of Pittsburg.

City Affairs

October 5. Supt. of Schools Homer P. Lewis, in report to School Committee, estimates average increase in public school attendance for three years as 1000 per year.

Day Relief at Police Station 1 present Lieutenant Herbert W. Merrill with gold badge and fountain pen, on occasion of his appointment in charge of Station 3.

6. Annual fall inspection of water system attended by large majority of City Council.

7. Mayor and Overseers of Poor inspect Home Farm property.

8. Revised figures show total attendance of 24,331 pupils in public schools.

City Planning Board goes on record informally as favoring complete control of traffic regulating by police.

11. Large crowd attend City Council meeting at which free speech ordinance is discussed.

13. Registration for state election closes with total of 26,459 voters, 1329 names having been added to the lists.

Park Commissioners grant Chief of Police George H. Hill permission to issue permits for public meetings at Salem Square end of Common.

14. Dr. Morton H. Langill, junior assistant superintendent, and Miss Marguerite I. Forbes, superintendent of nurses, tender their resignations at meeting of City Hospital trustees.

15. Street Lighting Committee votes inexpedient to act on petitions for 684 additional luminous arc lights.

21. Draft for September bills prepared by City Auditor shows total expenditures of $475,669, against $435,969.75 during the same month in 1914.

27. Hearing in Common Council chamber on suggested barge canal from Norwich to Worcester attended by representatives of various Worcester and Connecticut communities.

Annual police parade, with more than 200 men in line, reviewed by mayor and members of City Government.

Industrial

October 1. Worcester subscribes for $500,000 Anglo-French five year bonds.

5. Five hundred boys of Trade School listen to address by Congressman Samuel E. Winslow at second assembly of the year.

E. J. Cross Co. awarded contract to build 40x48 feet brick addition to W. & S. Mfg. Co. plant.

7. Alonzo W. Whitcomb retires from Whitcomb-Blaisdell Machine Tool Co.

11. Moore & Co., with capital of $96,000, organized to manufacture drugs, take over Anthony Machine Screw Co. plant.

Necrology

October 4. At Spencer, Ia., Oliver H. Lemont, formerly in automobile sales business in Worcester, aged 31 years.

5. At Oakland, Cal., Dr. M. Bonner Flynn, twenty years a practising physician in Worcester, aged 72 years, 8 months and 22 days.

At St. Vincent Hospital, Dr. Joseph E. Gendron, dean of French speaking physicians of Worcester, aged 71 years, 11 months and 26 days.

7. At his home in Leicester, George Mann, of George Mann & Co., prominent tetixle manufacturer, aged 81 years.

11. At Maple Hall Sanatorium, Atty Frederick J. Barnard, widely known in Court bankruptcy affairs, aged 74 years.

At St. Vincent Hospital, Charles J. O'Hara, well known member of Worcester County Bar and member of Board of Registrars, aged 54 years, 10 months and 18 days.

13. At City Hospital, Charles B. Perry, prominent member of Worcester Bar, aged 57 years, 5 months and 11 days.

At his home, 893 Main street, Henry H. Ramsdell, sales manager of White, Pevey & Dexter Co., aged 66 years and 2 months.

15. In Philadelphia, Col. Edward Brodie Gasglow, long prominent in civic and social circles of Worcester, aged 75 years.

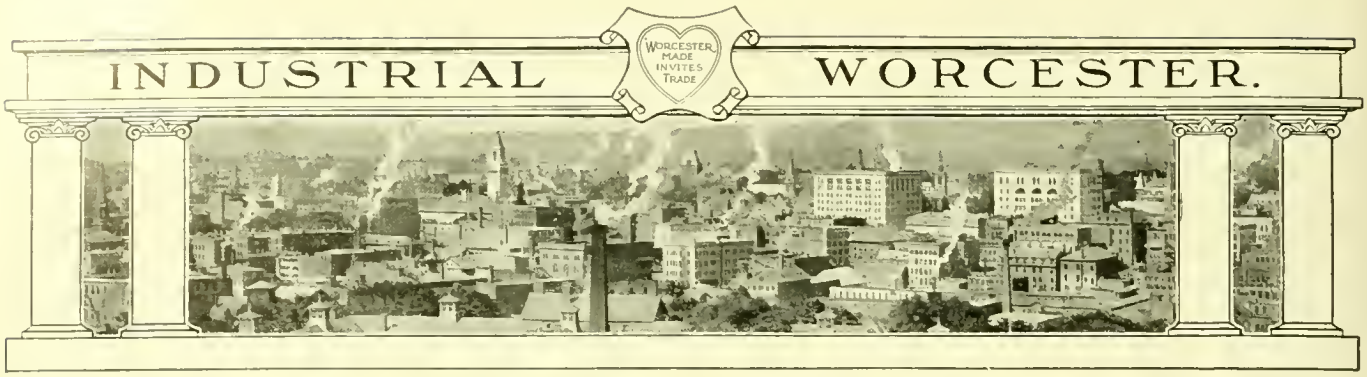
17. At his home in Newark, Frederick Hall Beals, former instructor at Worcester Academy, aged 41 years, 10 months and 21 days.

22. At City Hospital, Henry L. Proulx, chairman of Republican City Committee and active in civic and business life of Worcester, aged 38 years, 9 months and 7 days.

23. At City Hospital, Axel R. Tilander, founder and leader of Tilander's Band, aged 33 years, 4 months and 22 days.

26. At Princeton home, Mrs. Frances L. (Newton), wife of Joseph K. Greene of this city, prominent club woman and civic worker, aged 55 years.

In San Diego, Cal., Dr. Henry N. Brown, formerly a practicing physician in Worcester, aged 72 years.



Worcester and Electrical Prosperity Week

Probably the most striking example of co-operation ever shown among manufacturers, distributors and dealers in a given product will be demonstrated during the week of November 29 to December 4, when, as one writer has expressed it, "The entire country from coast to coast, from Canada to Mexico, will live in an electrical atmosphere, emphasized by a blaze of light."

"Electrical Prosperity Week" is the title selected for this six-day event and "Do It Electrically" is the slogan destined to permeate into every nook and cranny in the country.

The movement launched some months ago by the Society for Electrical Development, Inc., has been taken up in a co-operative spirit by every national, state and district organization and groups of business men having anything to do with electricity. In addition some 1400 mayors of cities and 2600 commercial organizations have been officially invited to participate with the local committees to make the week a civic achievement.

While "Electrical Prosperity Week" will be the means of materially increasing the use of electricity, those responsible for the movement have not undertaken it in any selfish spirit. They propose to show the public at large, in a measure at least, the wonderful development which this great, intangible, something called electricity has made possible, from harnessing the greatest water powers of the country to provide power down to the smallest electrical appliance made for household use.

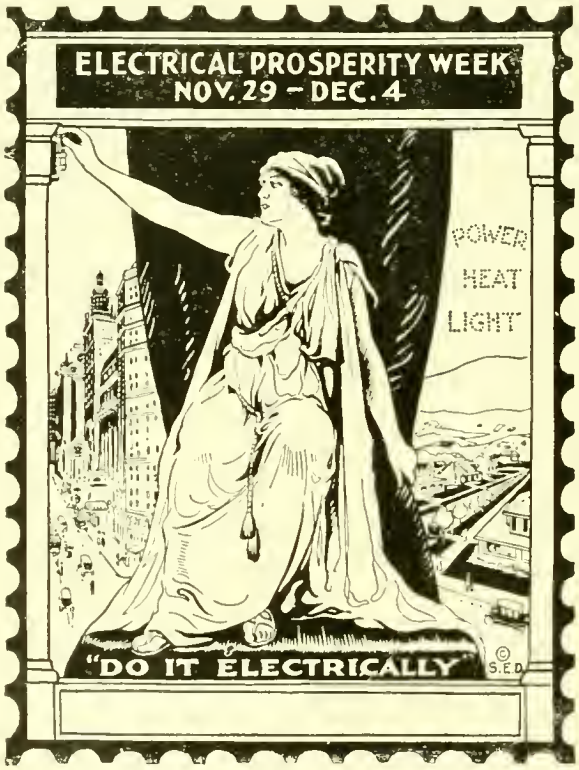
Worcester is to play her proportionate part in making "Electrical Prosperity Week" a success.

Mr. Robert W. Rollins, President of the Worcester Electric Light Company, has been selected as chairman of the local committee. He has associated with him some of the leading electrical contractors and dealers of the city and already the preliminary plans which have been drafted indicate that the event is to be a notable one in business annals of the Heart of the Commonwealth.

Electrical men in various parts of the country are expecting big things from Worcester during "Electrical Prosperity Week," for the slogan "If Worcester Does It, She'll Do It Right," made a wonderful impression upon them two years ago when this city dedicated the largest single installation of [illegible] ever put in an American city, with one of the [illegible] celebrations of its kind in this country.

While [illegible] "Electrical Prosperity Week" are being drafted along [illegible] lines, there is every reason to believe, at this writing, that the event will attract more than passing notice from enthusiasts in the movement in other cities, and be the means of bringing into Worcester thousands of visiting shoppers from neighboring towns and cities.

Worcester is one of the first of New England cities to prepare for the big electrical week and a measure of co-operation extremely gratifying to the originators of the movement here, is being shown by all the electrical contractors and dealers.



Electrical Prosperity Week Poster

The Worcester Electric Light Company, as producers of electricity in this city, is naturally leading the way in plans for the week. To stimulate interest in the movement its first announcement was to the dealers, offering a valuable gold prize for the best displays and window decorations of electrical appliances. The Company will also arrange a miniature electrical exposition in its Main street show rooms, where some idea of the strides made in adopting electricity for various uses will be shown. The exhibit is primarily an educational one and the public at large is to be invited to be guests of the Company, and as such feel at liberty to ask all manner of questions on the development of this wonderful agent which has become such a boon to mankind.

Dealers in electrical appliances are also busy at this writing, planning contests and interesting exhibits at their establishments in order to gather in their full share of the patronage of visitors during the week.

Demonstrations of hundreds of electrical appliances will be going continuously in these stores and many of the dealers are planning special sales in order that their customers may profit financially, as well as educationally during the week.

Another noteworthy feature of the week will be the special electrical decorations and illuminations of the stores. While this will be centered about the various electrical establishments it is anticipated that merchants in other lines of business will take advantage of the opportunity to "dress-up" and share in the prosperity of the week. With anything near the co-operation expected, Main, Front and adjacent business streets will shine in a festive garb unequalled in many a day in the Heart of the Commonwealth.

The week is to be preceded by a most elaborate and scientific advertising campaign. A novel and striking feature of this campaign will be that the symbol for the week will always represent a poster stamp. An illustration of this idea accompanies this article. The idea will be part of all advertising and will be made in every size including the largest billposter, over eight feet high.

Special folders for public distribution, billposters, window lithographs, street car signs, window cards, electrotypes for letterheads, muslin signs for auto trucks and wagons, and copy for newspaper advertisements are all prepared and by the time this issue of THE WORCESTER MAGAZINE is off the press, the local campaign will be in full sway.

Country-wide advertising on an extensive scale by the National Society with the largest periodicals in the country devoting special numbers to the week will go hand in hand with local efforts, and it is certain that "Electrical Prosperity Week" will be brought to the attention of and its purpose known by the public to a greater extent than any similar event has ever been.

Taken all in all, "Electrical Prosperity Week" in Worcester and in every other progressive city of the country will be a revelation to the average citizen of the uses which electricity can be adapted, and will go farther toward welding the electrical industry into a working unit, than anything of its kind ever conceived.

A New Stamp Affixer

The W. & S. Manufacturing Co., 9 Hunt street, is turning out a new automatic postage stamp and poster stamp affixer which for simplicity of operation and ruggedness of parts is claimed to be the most practical ever placed upon the market.

This new office appliance is being made for the Wizard Company, 179 Summer street, Boston, owners of the patent rights and who will handle all sales and distribution of the product.

The Worcester County agency of the product has been placed in the hands of F. W. Woodbury, of the firm of Carpenter & Woodbury, Providence, general agents of the company.

Mr. Woodbury plans to open a Worcester office and direct all sales from this city.

The machine is the result of several years' experimental work along the lines of devices for affixing stamps by the simplest possible mechanical means. All useless parts and attachments have been eliminated, making it a dependable machine for attaching stamps to any kind of mail matter, packages, mailing tubes, etc., at a speed of 100 to 125 per minute.

An ingenious stripping device automatically releases the stamps should they, through carelessness in use of the machine, have become adhered to any of the metal parts, thus insuring the delivery of the stamp on the first operation of the plunger.

Stamps in rolls of 500 in denominations, one to five cents, are procurable at any United States Postoffice. These are locked in the machine and on the depression of the plunger the stamps are fed, moistened, cut and affixed as fast as the operator can use it.

The machine moistens the stamp, not the envelope, thus insuring the best affixing efficiency. It is equipped with a removable tank which holds sufficient water to affix 1000 stamps without refilling. It has a detachable felt wick which is provided with a brass collar, this can be instantly replaced should it have become dirty. The wick in the Wizard will last from 2 to 3 months if water is kept in the tank, then can be removed, thrown away, and a new one inserted.

The stamps are brought forward by a series of hardened steel fingers under individual spring tension, these fingers recognize the perforations in the stamps only. The stamps are fed the required distance by an ingenious and positive feed lever which has a cam action and is not controlled by springs of any nature.

The Wizard is made of the very best cold rolled steel, phosphor bronze and brass. The outside case is finished in rubberoid black enamel, thus preventing rust, and has nickle plated trimmings.

New Drug Firm Incorporates

Moore & Co., Worcester, have been granted a certificate of incorporation by the State Commissioner of Corporations to become chemists and druggists. The capital of the company is set at $96,000, consisting of 160 shares of preferred and 500 shares of common stock, each share having a par value of $100.

The company has started in business in the old Anthony Machine Screw Co. shop, Chandler street, near Main, and it intends to manufacture drugs. The entire building of the machine screw shop is occupied by the new company, much renovating and remodeling having been done recently to the building.

The president of the new company is Harry L. Moore, 152 Main street, Worcester, who has subscribed for 160 shares of preferred stock and 498 shares of common. The vice president and treasurer is George L. Cutting, 30 Trowbridge road, Worcester, who holds one share of common stock. Henry L. Green is clerk and has subscribed for the remaining shares of common stock.

The total amount of stock has been issued and is represented in the following manner: Machinery, 25 shares preferred; merchandise, 100 shares common; bills receivable, 150 shares preferred; goodwill, 285 shares preferred and 398 shares common; services, two shares common.

Alonzo W. Whitcomb Resigns

A controlling interest in the Whitcomb Blaisdell Machine Tool Co., 134 Gold street, a Massachusetts corporation capitalized at $350,000, which was held by the Whitcomb family, consisting of Alonzo W. Whitcomb, for 10 years president of the company, and two sisters, Miss Camilla G. Whitcomb, 35 Oxford street, and Mrs. J. F. Browning, Salem, has passed to Charles E. Hildreth, vice-president and treasurer, and Ernest T. Clary, secretary of the company.

Mr. Whitcomb resigned his position as president, as well as a director of the corporation, and retired from its activities. He has no future business plans. A meeting of the directors will take place soon, when the vacancies will be filled.

The retirement of Mr. Whitcomb from the company had been expected for some months.

Statement of the Ownership, Management, Circulation, Etc., Required by the Act of August 24, 1912

of the WORCESTER MAGAZINE, published monthly, at Worcester, Mass., for October 1, 1915

Name of	*Post Office Address*
Editor, HERBERT N. DAVISON,	Worcester, Mass
Managing Editor, HERBERT N. DAVISON,	Worcester, Mass
Business Managers, MAGAZINE COMMITTEE	Worcester, Mass
Publisher, WORCESTER CHAMBER OF COMMERCE,	Worcester, Mass

Owners (if a corporation, give names and addresses of stockholders holding 1 per cent or more of total amount of stock): Worcester Chamber of Commerce, 11 Foster Street, Worcester, Mass

Known bondholders, mortgagees, and other security holders, holding 1 per cent or more of total amount of bonds, mortgages, or other securities: None.

Average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers, during the six months preceding the date of this statement (This information is required from daily newspapers only.)

J. LEWIS ELLSWORTH, *President*

Signature of editor, publisher, business manager, or owner

Sworn to and subscribed before me this 21st day of September, 1915

HENRY A. ROUSSEAU, *Notary Public*

(My commission expires August 6, 1921.)

NOTE. This statement is to be made in duplicate, both copies to be delivered by the publisher to the postmaster, who will send one copy to the Third Assistant Postmaster General (Division of Classification), Washington, D. C., and retain the other in the files of the post office.

Men Who Know the Game

are mightily interested in the production of our GOOD PRINTING

The Davis Press, Inc.

PRINTERS AND PUBLISHERS

Graphic Arts Building Worcester

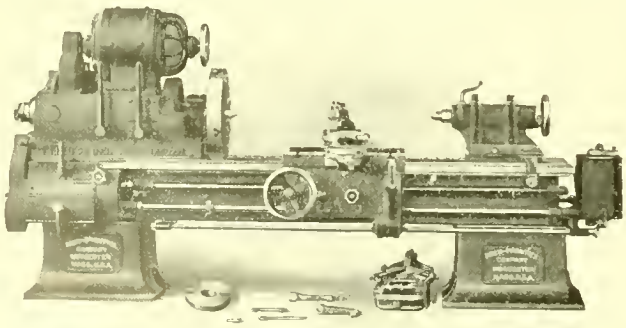
The Heywood Golf Shoe

FOR SALE AT OUR RETAIL STORE

415 MAIN STREET

FINE DURABLE LEATHER, WITH STUDDED WATERPROOF SOLE AND HEEL AS ILLUSTRATED

A photograph will aid your salesman, if the goods are too heavy to carry



E. B. LUCE

EXPERT PHOTOGRAPHER OF MACHINERY

WALKER BUILDING

TELEPHONE

If you are a user of **COAL** keep your bins well filled this winter, and replenish your stock as fast as storage will permit

BECAUSE

Upon March 31, 1916, the present wage and scale agreement between the coal operators and miners expires.

A probable suspension of labor may follow the miners' demands for drastic changes in a new wage and scale agreement.

The nature of these demands is extreme—three of the twenty being:
A 25% advance in wages.
An eight-hour work day.
The recognition of the Miners' Union.

Every previous agitation for wage increase has resulted in some concession to the miners which necessitated a higher cost of coal in turn to the dealer and to the consumer.

The replenishing of coal in bins as fast as used at the normal difference between summer and winter rates is low-cost insurance when compared with the extraordinary increase in prices caused by former strikes and suspensions.

CLAFLIN-SUMNER COAL COMPANY

THE NUMBER IS 9 PLEASANT STREET

Telephones: Park 2100, 2101, 2102, 2103, 2104

WORCESTER

ATTENTION!

Delegates to the International Road Congress:

You will find the largest and most complete stock of

Automobile Supplies

in Central New England directly across the Common from the Bancroft Hotel—through Commercial Street to Foster Square.

Alsten & Goulding Co.

36 Foster Street, cor. Waldo

The Rubber Tire Corner Worcester, Mass.

Oldest Established Tire Repairers in Worcester

Let Us Do Your Vulcanizing

You will be [illegible] that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication

Worcester, City of Prosperity, invites your trade

Worcester National Bank

11 FOSTER STREET

AMPLE CREDIT and COLLECTION FACILITIES

WOMEN'S DEPARTMENT FOREIGN EXCHANGE

SAFE DEPOSIT BOXES

JOHN E. WHITE, President S. D. SPURR, Cashier

F. M. HEDDEN, Assistant Cashier

Incorporated 1868

Worcester Trust Company

Capital, $1,000,000

Surplus and Profits, $550,000

Total Resources, $11,000,000

Transacts a General Banking business and authorized to act as Executor, Administrator, Guardian and Trustee.

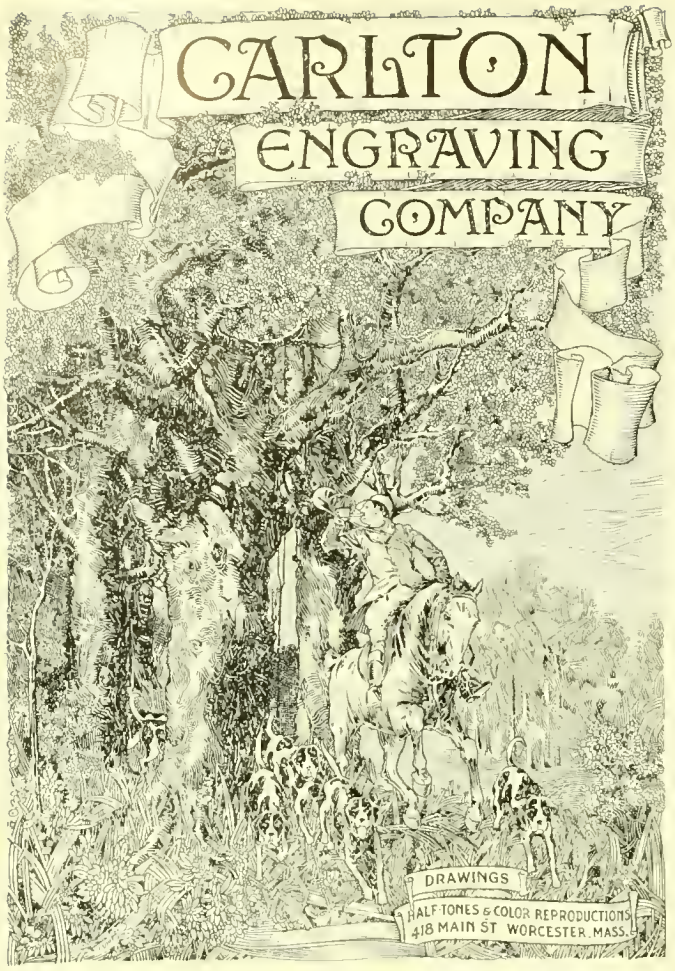
Issues Letters of Credit, Foreign Exchange and Travelers' Checks.

Main Office, 342-344 MAIN STREET, STATE MUTUAL BUILDING

City Hall Branch.—12 FRANKLIN STREET, WORCESTER TRUST BUILDING

Lincoln Square Branch, 11 MAIN STREET

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE — yourself, the advertiser and the publication. Worcester, City of Prosperity, invites your trade



People's Savings Bank

450 Main Street ∴ Worcester, Mass.

A Regular Savings Bank
Under strict laws of this Commonwealth

Deposits are received every Saturday Evening from 6 to 8 o'clock
In addition to usual hours

Banking by mail will receive prompt attention

CHARLES M. BENT, President
FREDERICK W. WHITE, Treasurer
GEORGE E. RYAN, Assistant Treasurer

The Company has been for seventy years, and is today, the leading exponent of the true principles of Pure Mutuality. The contracts issued embody every desirable feature known to modern life insurance.

Remember! No stockholders to make a profit on your insurance. The policy holders are the Company.

January 1, 1915

Assets,	$46,516,911.22
Liabilities,	43,315,986.56
Surplus,	$3,200,924.66
Insurance in force,	$179,895,636

Barrett & Snow

General Agents

306-7-8-9-10 State Mutual Bldg.

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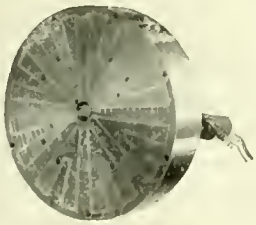
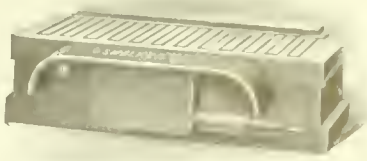
Worcester, City of Prosperity, invites your trade



ROTARY TYPES

ROTARY MAGNETIC CHUCKS

from 6 inches to 6 feet in diameter



PLAIN SURFACE TYPE

FLAT MAGNETIC CHUCKS

from 10 in. to 8 feet in length

GLOBE TOOL SHARPENER, made for Bench or Floor

Walker Magnetic Chucks

Rotary, Rectangular or Swivelling

Walker Grinding Machines

Universal Tool Room, Piston Ring or Flat Surface

O. S. Walker Co. Successors to O. S. WALKER & CO. and WALKER GRINDING CO. Worcester, Mass., U. S. A.

Worcester Machine Screw Company

Standard Screw Company Successor

Set, Cap and Machine Screws and Special Parts

Worcester, Mass.

MANUFACTURERS OF ALL KINDS OF

Drive Chains and Sprockets

For Commercial Cars

We make a specialty of keeping in stock chains and sprockets for all kinds of standard commercial cars.

Chain Drives for Machinery

We are prepared to advise and quote on desirable chains and sprockets suitable for machine drives.

Baldwin Chain & Mfg. Co.

Worcester, Mass.

WIRE—SPRINGS

AND

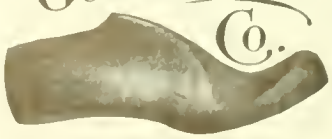
WIRE SPECIALTIES

MORGAN SPRING CO.

WORCESTER, MASS.

R. L. GOLBERT, Pres. and Treas. A. B. TAYLOR, Vice-Pres. and Supt. L. A. WHEELER, Secretary

Golbert Last Co.



54 Commercial Street WORCESTER, MASS.

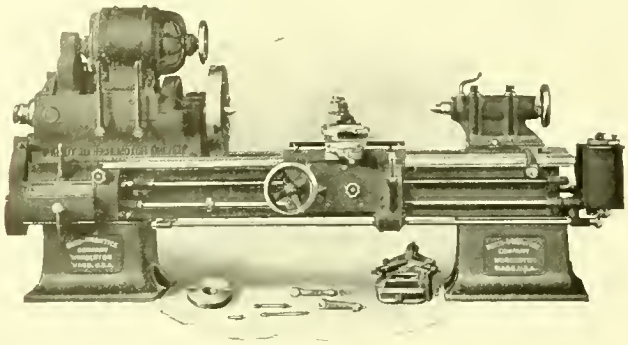
Boston Office 28 Lincoln Street

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication

Worcester, City of Prosperity, invites your trade

WHICH IS THE BETTER ECONOMY—

To buy a lathe which may "look the part" but which isn't there when you want to do an accurate job, a lathe which will deteriorate rapidly and will be consigned to the scrap heap after two or three years of unsatisfactory and unprofitable service . . . . .



Or, to buy a lathe which is **Accurate and Reliable,** one that will stand by you and do **Highest Grade Work Only,** year after year—one that not only "looks the part" but is . . . a Real Lathe, in other words a "Reed."

Granting that the "Real Lathe" does cost 5%, 10% or even 20% more at the start, isn't it the better proposition?

Write for new Motor Driven Lathe Bulletin, also new printed matter of Standard and Heavy Duty Engine Lathes, Plain Turning Lathes, Stud and Bolt Lathes, Hand Lathes, Manual Training Lathes.

Write for newest catalogue

REED-PRENTICE COMPANY

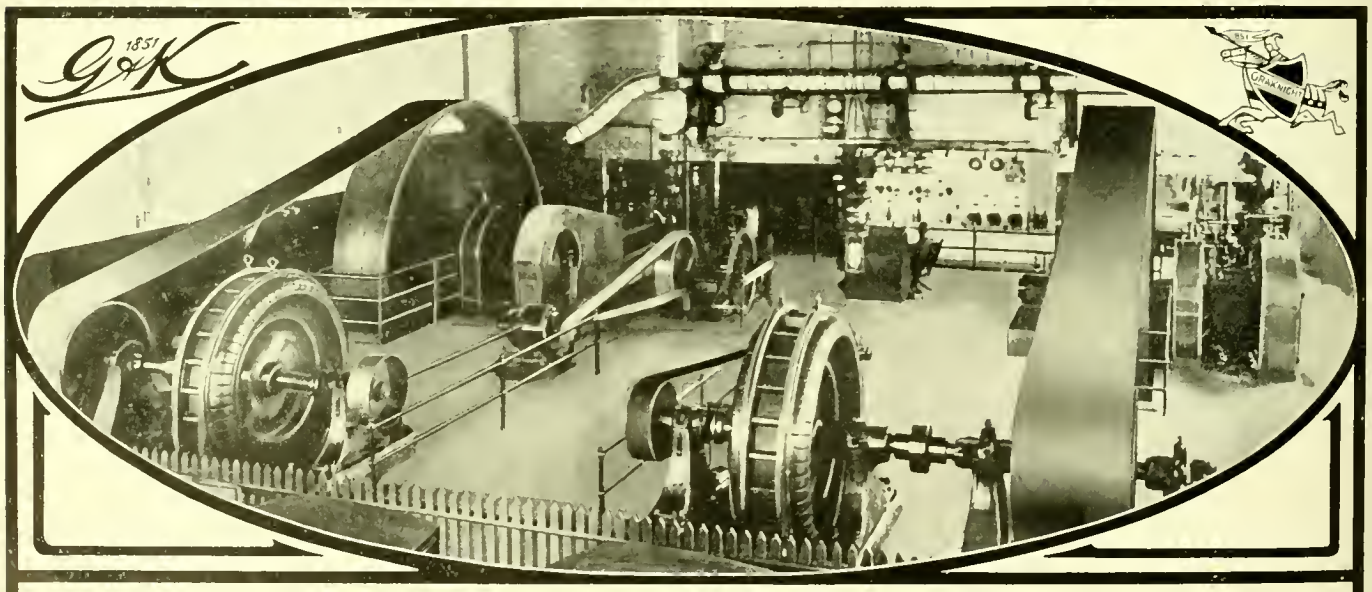
WORCESTER, MASS., U. S. A.

Selling Agents:

Manning, Maxwell & Moore, Inc., 119 West 40th Street, New York City

Philadelphia San Francisco Cleveland Boston St. Louis Buffalo Pittsburgh
Chicago Mexico City Detroit Milwaukee Yokohama, Japan

Foreign Agents: Fenwick Freres & Co, Paris, France; Charles Churchill & Co. Ltd., London, England; Van Rietschoten Houwens, Rotterdam, Holland; Moscow Machine Tool & Engine Co., Moscow, Russia; F. G. Kretschmer & Co., Frankfurt a.M., Germany; Buck & Hickman, London, England; Selson Engineering Co. Ltd., London, England; Alfred Herbert, Ltd., Coventry, England; Schuchardt & Schutte, London, Berlin, Vienna, St. Petersburg, Budapest, Stockholm and Copenhagen; The Allied Machinery Co. of America, Brussels, Paris, Turin and Zurich; H. W. Petrie, Ltd., Toronto and Montreal, Canada.



ECONOMY IN POWER TRANSMISSION

Interests every manufacturer to-day as never before. The following letter is evidence of what degree of economy can be realized from the use of G & K Belting.

HUNTINGTON, IND., April 10th, 1914.

. . . . . the two 36" 3-ply GraKnight Belts installed October, 1904, and May, 1906, have done more than their duty, having transmitted 600 Horse Power with an overload of from 25 to 30%. These belts are connected with two Hamilton-Corliss Engines, operating most of the time twenty-four hours per day. We cannot recommend these GraKnight Belts too highly.

HUNTINGTON LIGHT & FUEL CO., Frank D. Townsend, Supt.

Both belts are to-day in excellent condition, transmitting the same amount of H. P. and giving the same degree of satisfaction, as heretofore.

Remember—there is a G & K belt for every drive, and its use means "Economy in Power Transmission." May we serve you?

THE GRATON & KNIGHT MFG. CO., Worcester, Mass., U. S. A.

OAK LEATHER TANNERS AND BELT MAKERS

Branches in Principal Cities

You will benefit there by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication

Worcester, City of Prosperity, invites your trade

Jackson Street Foundry

Light and Heavy

IRON CASTINGS

J. A. COLVIN, Proprietor

52 Jackson St. Worcester, Mass.

EVERY VARIETY
OF WOODEN AND PAPER
ALSO CLOTH COVERED BOXES

BOXES

One of the Most Complete Plants in Massachusetts

WILLIAMS & BRIDGES CO.

Manufacturers

72-86 Central St., Worcester, Mass.

Made in Worcester.

The Sure Way To Keep Nuts From Jarring Loose IS TO USE

AMERICAN WIRE LOCK WASHERS

National Pattern

Positive Pattern

Plain Pattern

One department of our business is devoted to the manufacture of Lock Washers known as our National Pattern, Plain Pattern, Positive Pattern. Made in all sizes and weights for all purposes.

Send for Catalogue "A"

HOBBS MANUFACTURING COMPANY

26 SALISBURY STREET WORCESTER, MASS.

SHEET STEEL STAMPINGS

We make a specialty of sheet metal stampings and

Deep Drawn Work

finished in Nickel, Brass and Copper.

LET US ESTIMATE ON YOUR WORK.

Case-hardening to meet particular requirements.

MATTHEWS MFG. CO.

Worcester, Mass.

Improved Boring Machine

THE spindle is made of crucible steel, has No. 2 Morse taper hole to receive chuck, and the bearings are of genuine babbitt metal. It has two stops to regulate the travel of the spindle, one in the head to adjust the downward stroke and one in the treadle for the upward stroke. Greatest length of travel of spindle is 6½ inches. Distance from center of spindle to column, 10". Table is 20 x 36". It is balanced, and has a vertical movement of 21". Spindle is balanced by a coil spring attached to arm on top of frame, making it self-contained. The bracket that carries the driving pulleys has an adjustment of two inches, which is very desirable. T & L pulleys are 8" x 3" face, and should make about 800 revolutions per minute.

Manufactured by

R. E. Kidder : 13 Hermon Street Worcester, Mass.

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE — yourself, the advertiser and the publication

Worcester, City of Prosperity, invites your trade

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Worcester National Bank ix
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Wyman & Gordon ..... Inside front cover

Hotel Powhatan

WASHINGTON, D. C.

Penn Avenue, 18th and H. Streets, N. W.

Overlooking the White House Grounds. One Square from the State, War and Navy Departments. New and Absolutely Fireproof.

Refined Appointments, Excellent Cuisine.

EUROPEAN PLAN

Rooms, detached bath, - - $1.50, $2.00 up
Rooms, private bath - - $2.50, $3.00 up

Write for Souvenir Booklet with Map

E. C. OWEN, Manager

Standard Foundry Co.

IRON FOUNDERS

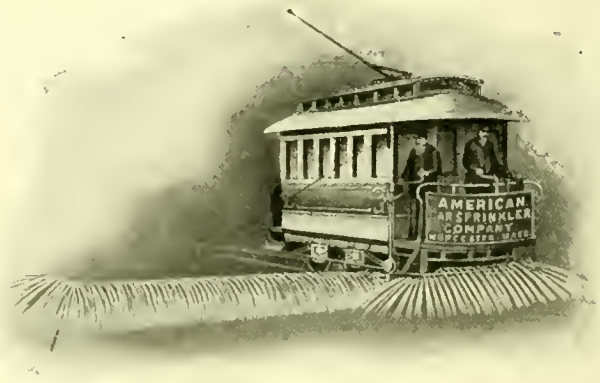
Special attention given to the Manufacture of High Grade

Machinery Castings

TAINTER AND GARDNER STREETS
WORCESTER, MASS.

Made in Worcester.

TO LAY THE DUST



AMERICAN CAR SPRINKLER CO.
WORCESTER, MASS., U. S. A.

You will benefit thereby stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

VERITAS — CERTIFIED PUBLIC ACCOUNTANTS — NEACO — PRODUCTION ENGINEERS

New England Audit Company

(Incorporated under Laws of Massachusetts)

Certified Public Accountants
Auditors, Industrial Engineers, Systematizers

FREDERICK J. HILLMAN, C.P.A.
Pres. and Gen. Mgr.

CHARLES O. WALKER, C.P.A
Mgr. Audit Dept.

FRANK B. MESSINGER, C.P.A.
Mgr. Boston Office

WALTER M. CURTIS, S.B.
Mgr. Engineering Dept.

WORCESTER OFFICE
633 State Mutual Bldg. FRANK B. MESSINGER, C.P.A., Local Mgr.

SPRINGFIELD WORCESTER BOSTON

WHEN YOU NEED OFFICE HELP

Call upon our Employment Department and we will place you in touch with office assistants that are carefully trained and fully competent to fill the position.

You will, in this way, secure the right kind of help without any inconvenience or delay, as we never recommend a student unless we are sure of the requirements of the position.

Experienced and inexperienced office help furnished without charge to either employer or employee.

C. B. POST, Proprietor

Worcester Business Institute

Telephone 5218

476 Main Street :: opposite City Hall

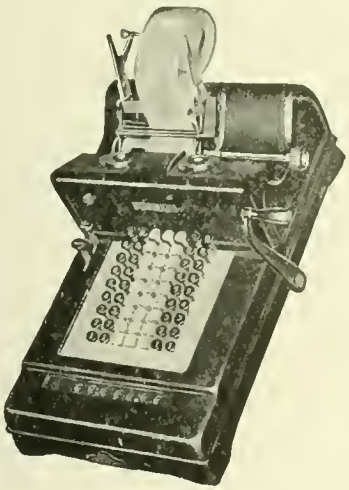
Let Us Help You Solve Your Printing Problems

—We can furnish you valuable service if you are working on a plan of systematizing your business.
—We have helped a large number of firms to solve such problems. After all, it is oftentimes prudent to "*Consult the Printer First*" before starting work on such propositions.
—We have printed so many systems for use in connection with the management of different lines of business that we are confident we can be of service to you.
—*Call up Park 380, and leave the rest to us. We will be glad to call on you without delay.*

PRINTERS OF THE WORCESTER MAGAZINE

BELISLE PRINTING & PUBLISHING COMPANY

112 FRONT STREET :: :: :: WORCESTER, MASS.



Style 310

Burroughs Visible Desk Machine
$175.00, Direct from factory

WHY A BURROUGHS?

Because in its field it has no equal at any price.

BURROUGHS ADDING MACHINE CO.

Builders of
Adding, Listing, Bookkeeping and Calculating Machines.

830 Slater Building
Worcester, Mass.

An ideal home using BROWNELL'S SPECIFIC for the speedy and permanent cure of Alcoholism and Drug Diseases. Patients usually return to their homes and business in from 24 to 48 hours.

Under the Brownell method the drug addictee is permanently delivered without the physical suffering accompanying other treatments.

"*The Conquest of Alcohol and Opium*" sent on application. It's good reading.

Worcester County Medical Institute Co.

15 Oread Street, Worcester, Mass.

ALL ROADS

WILL LEAD TO THE

INTERNATIONAL ROAD CONGRESS

at WORCESTER, MASS.

December 14, 15, 16 and 17, 1915

UNDER THE DIRECTION OF THE

WORCESTER CHAMBER OF COMMERCE

AND THE PATRONAGE OF

THE MASSACHUSETTS HIGHWAY ASSOCIATION, THE FEDERAL GOVERNMENT, and commended by THE AMERICAN ROAD BUILDERS' ASSOCIATION at the Meeting of the Directors, Oct. 22, 1915

—The most unique road building Congress ever held in America.

—Six thousand invitations have been issued to town and city officials in New England, the Middle Atlantic States and the Dominion of Canada.

—More than $75,000,000 will be spent in New England alone in the next three years in road building and the men who are to do the spending are coming to this show.

—Can you afford to miss it?

—*The Worcester Magazine* is the official organ of the Convention, and every delegate will receive the December and January issues.

—For Exhibition Space, address J. P. Keenan, Worcester Chamber of Commerce, Manager of Exhibits.

—For Advertising Space, address Herbert L. Fiske, Worcester Chamber of Commerce, Advertising Manager.

14-1915

The WORCESTER MAGAZINE Illustrated

THE LIBRARY OF CONGRESS
SERIAL RECORD
MAY 19 1944

HON. HAROLD PARKER
OF LANCASTER

CHAIRMAN PROGRAM COMMITTEE
FIRST INTERNATIONAL ROAD CONGRESS
Ex-President Massachusetts Highway Association
Ex-President American Road Builders' Association

DECEMBER, 1915
1.50 per year
Published by the Worcester Chamber of Commerce
WORCESTER, MASS., U. S. A.
15 cents the copy

The Samuel Winslow Skate Mfg. Co.

Worcester, Mass., U. S. A.

Makers of

WINSLOW'S Skates

THE BEST ICE AND ROLLER SKATES

THE BEST AND MOST WIDELY KNOWN SKATES IN AMERICA. THE BEST AND MOST WIDELY KNOWN SKATES THE WORLD OVER

STOCKS CARRIED IN

WORCESTER, NEW YORK, LONDON, BERLIN, PARIS, SYDNEY, BRISBANE, AUSTRALIA, DUNEDIN, AUCKLAND, WELLINGTON, NEW ZEALAND

A New Small Bore Shotgun

Particularly adapted for taxidermists and collectors, also an ideal gun for ladies and boys. The new .410 Shell and the popular .44 Caliber Cartridge are among the loads handled by this model.

H&R ARMS Co

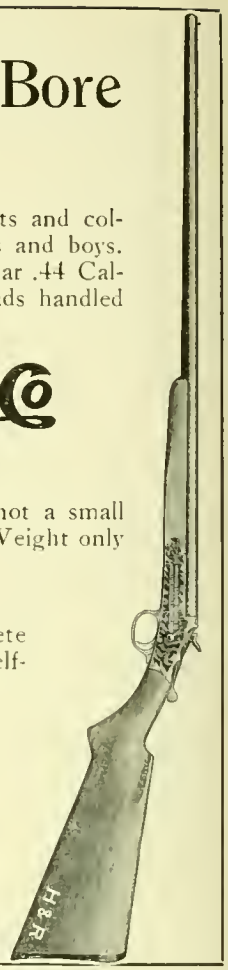
MODEL 1915

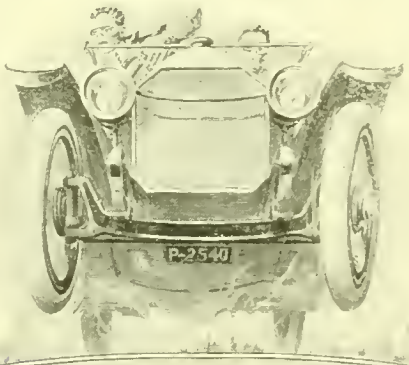
A small bore gun throughout, not a small bore gun on a 12 guage frame. Weight only 4 to 4¾ lbs.

Write for a Catalog of our complete line of Revolvers, Shotguns and Self-Loading Pistols.

HARRINGTON & RICHARDSON ARMS COMPANY

WORCESTER, MASS. U. S. A





DROP FORGINGS

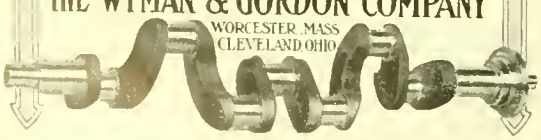
Gears, Axles, Crank Shafts Steering Knuckles and other parts where strength and reliability are required are best Drop Forged and toughened by our heat treatment

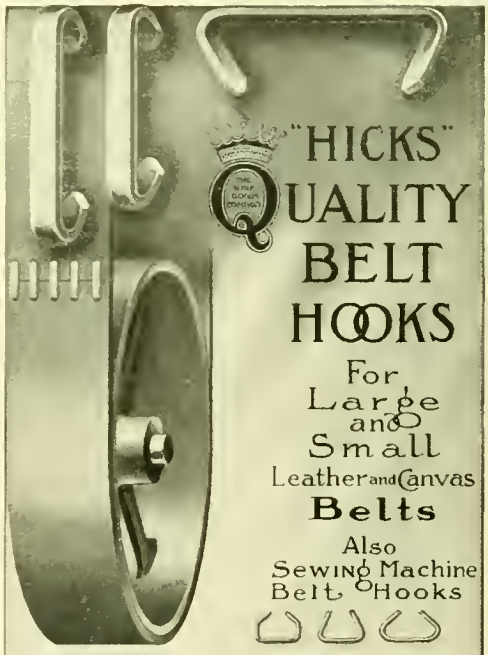
We use the best steels, specified, analyzed and approved by our own Physical and Chemical Laboratories, thereby assuring a uniform product

Send Blue Prints for Estimate and Engineering Advice

THE WYMAN & GORDON COMPANY

WORCESTER, MASS. CLEVELAND, OHIO





"HICKS" QUALITY BELT HOOKS

For Large and Small Leather and Canvas **Belts**

Also Sewing Machine Belt Hooks

Send for Samples and Prices

"EVERYTHING IN WIRE"

THE WIRE GOODS COMPANY

Worcester, Massachusetts, U.S.A.

Mr. Business Man:—

Is the piano in *your* home a source of pleasure for you?

If it is not, why don't you, as a practical business matter, change your investment and own a piano that will furnish music whenever you want it?

MONEY INVESTED IN A PIANOLA PAYS DIVIDENDS

The Pianola will give you music any time—even if your wife hasn't the leisure to play for you, or your son or daughter hasn't yet learned to play what you wish to hear.

You can play it—any one can play it, and after a little practice play so well and get so much pleasure from playing that music will provide a new and intensely absorbing interest in life. The Pianola is the greatest gift that could come into many a home.

The Pianola is also a perfect instrument for hand-playing, and the series of six Pianola models, all of which you can see here, afford a wonderful choice of tonal and other piano qualities.

THE PIANOLA

the player-piano that satisfies musicians. Simplest and most efficient. Demonstrations of its exclusive features—the Metrostyle, the Themodist, Graduated Accompaniment, etc.—at any time here.

The Stroud Pianola at its moderate price of $550 is without exception the greatest player-piano value in the market today. And in addition to the Stroud you have a choice at Steinert's (the sole agents) of all the other models of the Pianola, namely, the Steinway, the Steck, the Wheelock, the Stuyvesant and the famous Weber. Liberal credit terms if desired.

A Victrola from Steinert's from $15 to $400

Delivery without extra charge anywhere in New England of the particular model of the Victrola you select. But you had better order soon. Every year some of the late buyers have had to wait for Victrolas till after the holidays. Biggest and best stocks in the city—Steinert quality and Steinert service. Records for Holiday Gifts.

The STEINWAY

heads our series of fine pianos. It may be had in grand and upright models,—either in combination with the Pianola or not, as you prefer. To any musician the possession of a Steinway means the satisfaction of the highest aspirations.

A gift of a Steinway will keep the giver long and gratefully in remembrance.

M. STEINERT & SONS COMPANY

New England's Largest Musical Instrument House

308 Main Street — Victor Dept., 2 Walnut Street

Other Steinert Stores in Boston, Bangor, Portland, Manchester, Lowell, New Bedford, Fall River, Brockton, Fitchburg, Springfield, Providence, Pawtucket, New Haven, Bridgeport and Other Cities

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the city of Worcester, City of Prosperity, invites your trade

THE BANCROFT

WORCESTER, MASS.

New England's Latest and Last Word in Hotels

HEADQUARTERS FOR THE

INTERNATIONAL ROAD CONGRESS

DECEMBER 14-15-16-17, 1915

You will benefit thereby by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication

Worcester, City of Prosperity, invites your trade

A Good Meal—Something to Consider

IF YOUR meals mean more to you than just something to eat, we want you to come and see what our cuisine and service amounts to. We serve a luncheon at 50 cents and a dinner at 75 cents every day or a table d'hote dinner on Sunday at $1.00 that will prove to you almost conclusively that it is cheaper to eat with us than it is to eat at home.

State Mutual Restaurant

A. A. Brigham

9th Floor, State Mutual Building

The Company has been for seventy years, and is today, the leading exponent of the true principles of Pure Mutuality. The contracts issued embody every desirable feature known to modern life insurance.

Remember! No stockholders to make a profit on your insurance. The policy holders are the Company.

January 1, 1915

Assets,	$46,516,911.22
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Surplus,	$3,200,924.66
Insurance in force,	$179,895,636

Barrett & Snow

General Agents

306-7-8-9-10 State Mutual Bldg.

STATE MUTUAL LIFE ASSURANCE CO
OF WORCESTER
MASSACHUSETTS
IN THE HEART OF THE COMMONWEALTH
INCORPORATED 1844

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the [illegible]
Worcester, City of Prosperity, invites your trade

CARL NORBACK CO.

MANUFACTURERS

PICTURE FRAMES MIRRORS & FURNITURE

BURGESS LANG BLDG. WORCESTER, MASS.

REGILDING OF OLD FRAMES AND MIRRORS

REPAIRING AND REFINISHING OLD FURNITURE

HOLIDAYS ARE KODAK DAYS

Every winter outing, every home coming of the boys and girls, is a picture time

And picture taking is so easy the "KODAK WAY".
Come in and let us show you all the new Christmas Photographic Goods.

Wheaton's Camera Store 368 Main Street

Incorporated 1868

Worcester Trust Company

Capital, $1,000,000
Surplus and Profits, $550,000
Total Resources, $11,000,000

Transacts a General Banking business and authorized to act as Executor, Administrator, Guardian and Trustee.

Issues Letters of Credit, Foreign Exchange and Travelers' Checks.

Main Office,—342-344 MAIN STREET, STATE MUTUAL BUILDING
City Hall Branch,—12 FRANKLIN STREET, WORCESTER TRUST BUILDING
Lincoln Square Branch,—11 MAIN STREET

You will benefit th[illegible] that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

ATTENTION!

Delegates to the International Road Congress:

You will find the largest and most complete stock of

TIRES
AUTOMOBILE SUPPLIES
GASOLINE and OILS

in Central New England directly across the Common from the Bancroft Hotel—through Commercial Street to Foster Square.

Alsten & Goulding Co.

36 Foster Street, cor. Waldo

The Rubber Tire Corner Worcester, Mass.

Oldest Established Tire Repairers in Worcester

Let Us Do Your Vulcanizing

People's Savings Bank

450 Main Street ∴ Worcester, Mass.

A Regular Savings Bank

Under strict laws of this Commonwealth

Deposits are received every Saturday Evening from 6 to 8 o'clock

In addition to usual hours

Banking by mail will receive prompt attentio

CHARLES M. BENT, President

FREDERICK W. WHITE, Treasurer

GEORGE E. RYAN, Assistant Treasurer

Worcester National Bank

11 FOSTER STREET

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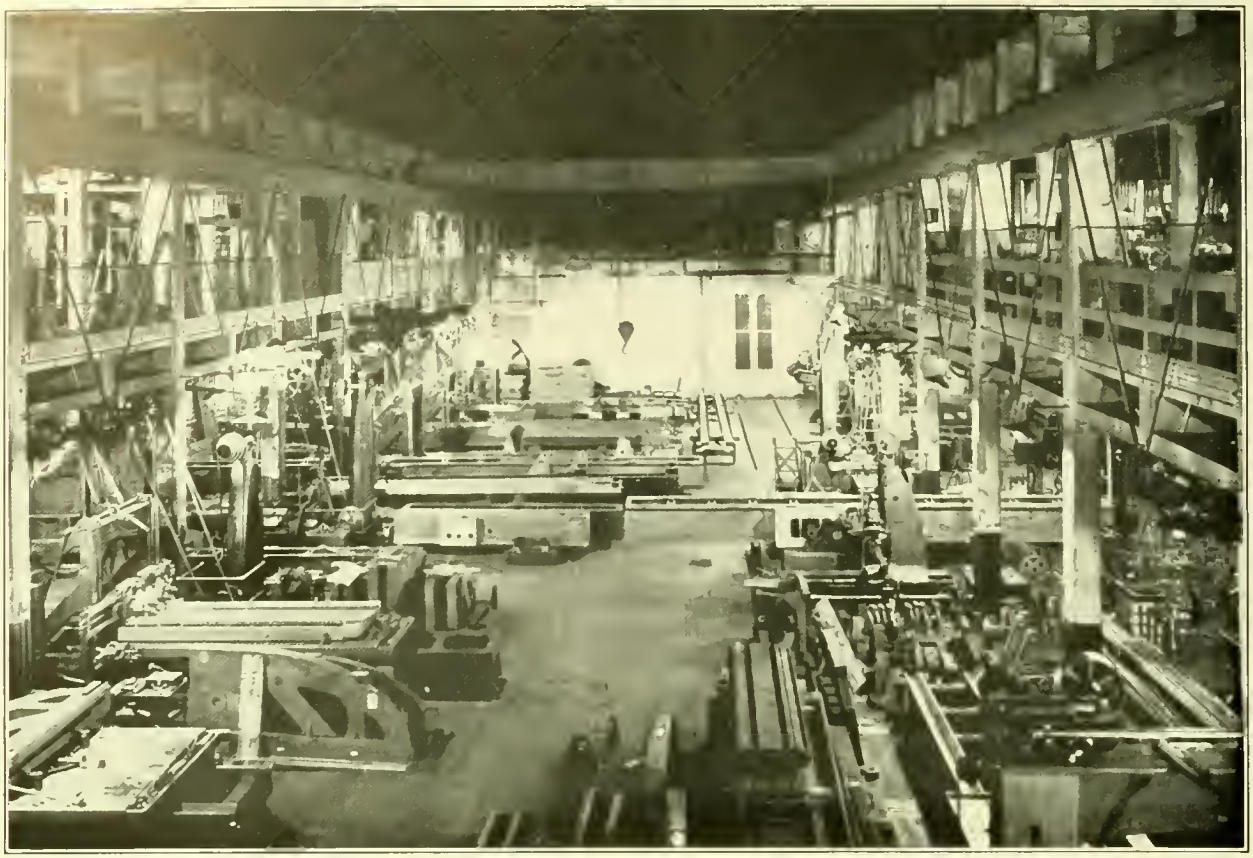

INTERIOR OF A WORCESTER FACTORY AT 8:30 P. M.

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AND SERVICE FURNISHED BY

Worcester Electric Light Company

OFFICE: No. 375 MAIN STREET

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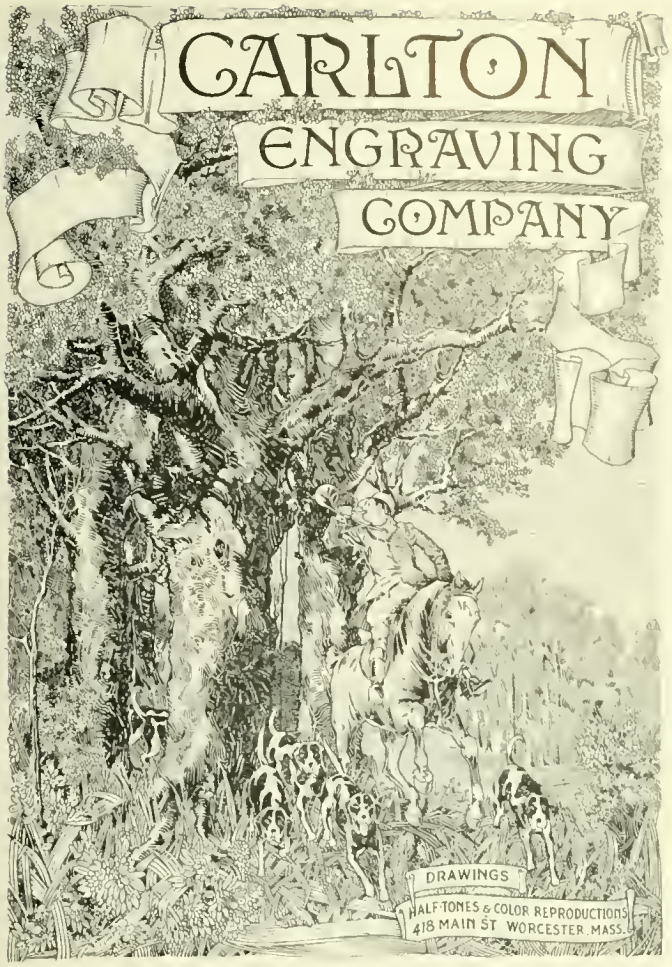
Of
The
Worcester
Magazine

You will benefit [illegible] that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade



The painstaking preparation given "The D & H" LACKAWANNA COAL is well illustrated above.

Sold these 40 years (1875-1915) by the

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WORCESTER

Worcester Leads the World

In the Treatment of Alcoholism and Drug Disease

RESTAURARE INSTITUTE

Brownell's Specific for Alcoholism and Drug Disease Unrivalled

Alcoholic craving destroyed instantly. No ill effect during or after treatment. Patients return to their homes and business in from 24 to 48 hours. Moderate drinkers and periodics lose no time. Patients can arrange with Institute Co. to be treated at their homes.

Under the Brownell method the drug addictee is permanently delivered, without the physical suffering and uncertainty accompanying other treatments.

HON. JAMES LOGAN, former Mayor of Worcester for four terms, vice-president and manager U. S. Envelope Co., after observing the results of Brownell's Specific, says: *It would seem as if the day of miracles had not yet passed for the way in which Brownell's Specific works borders on the miraculous.*"

The "Conquest of Alcohol and Opium" sent on request. It's good reading.

Worcester Medical Institute Company

15 OREAD ST., WORCESTER

Hotel Powhatan

WASHINGTON, D. C.

Penn Avenue, 18th and H. Streets, N. W.

Overlooking the White House Grounds. One Square from the State, War and Navy Departments. New and Absolutely Fireproof. Refined Appointments, Excellent Cuisine.

EUROPEAN PLAN

Rooms, detached bath, - - $1.50, $2.00 up
Rooms, private bath - - $2.50, $3.00 up

Write for Souvenir Booklet with Map

E. C. OWEN, Manager

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE — that the advertiser and the publication — Worcester, City of Prosperity, invites your trade

THIS LETTER SPEAKS FOR ITSELF

Worcester, August 25, 1915

The Commonwealth Press
Worcester

Gentlemen

I am directed by the Committee in charge of the Worcester Convention of the Massachusetts Highway Association to express our keen appreciation of the high-class manner in which you printed our book. We realize that in the makeup of this book there were many difficulties, and the manner in which your men surmounted them, and produced a clean-cut and tasteful book, is very pleasing to everybody who had any interest in the convention.

It is surely gratifying that we could have this work done in Worcester as well, if not better, than it could be done by any printing house.

Very truly yours,

JOHN W. ODLIN
Secretary, Worcester Committee,
Massachusetts Highway
Association Convention

THE ABOVE IS ONLY ONE OF MANY

Almost any old driveway will do from June to October---you know the other months and your troubles.

We can prescribe for and perform the cure. The answer is'nt always "Concrete" either.

THE
GEORGE W. CARR
COMPANY
(H. C. WILSON)
CONTRACTORS
518 MAIN ST., WORCESTER

Holmes Electro Foundry
19 CHURCH STREET
WORCESTER, MASS.

MANUFACTURERS OF

Quality Electrotypes in Copper, Nickel or Steel

Use Holmes Wet Lead Steel Faced Halftone-Electros and get results.
Give us a trial on your next order.

Telephone, Park 4790—4791

HOWARD-WESSON-CO.
ILLUSTRATORS - ENGRAVERS
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YOUR ROAD
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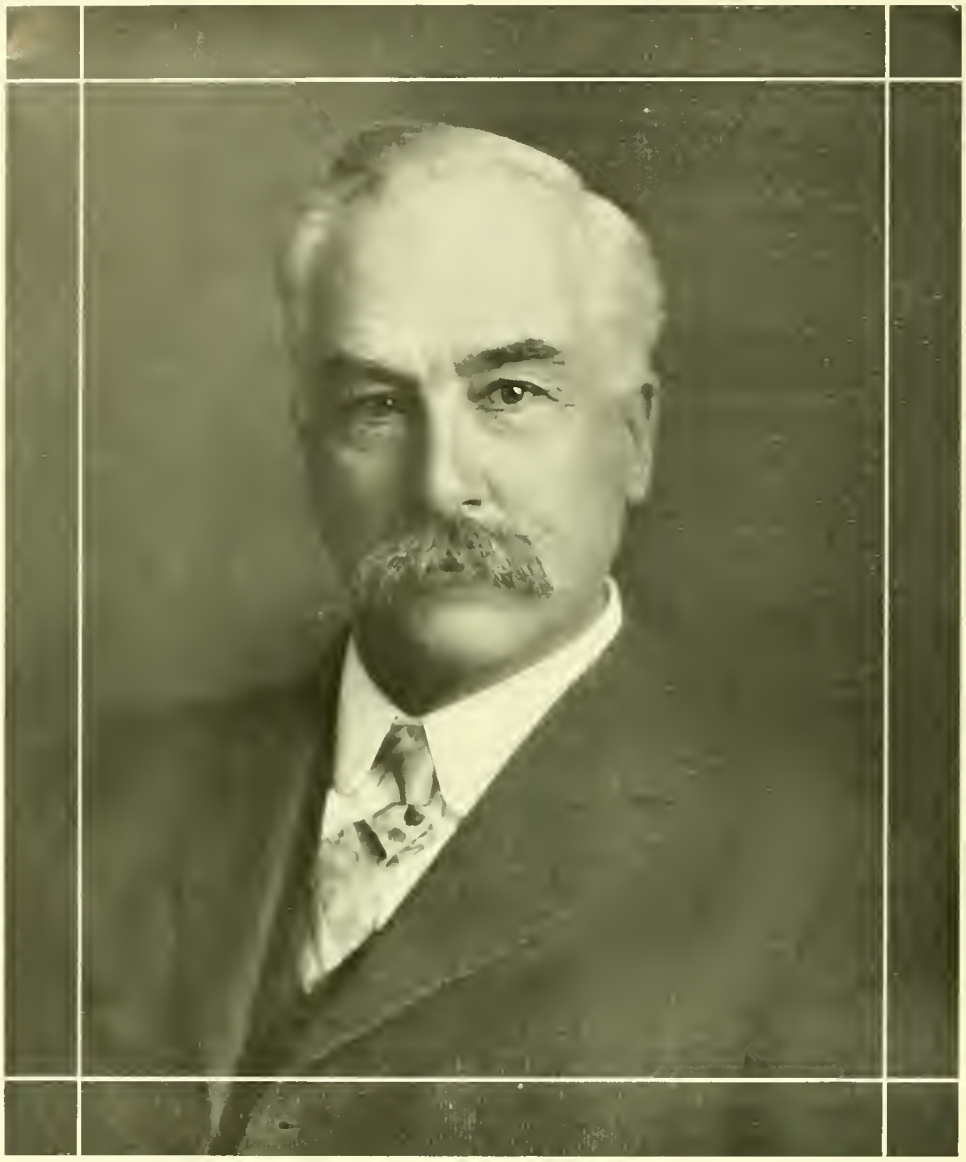
The WORCESTER MAGAZINE

DECEMBER - 1915

HON. GRAFTON D. CUSHING
LIEUTENANT GOVERNOR OF MASSACHUSETTS



HON. CHARLES WINSLOW GATES
Governor of Vermont

CHARLES WILSON GATES, Governor of Vermont, was born in Franklin, Vermont, January 12, 1856, on the "Old Gates Homestead" and within five rods from the spot where in 1792 his great grandfather, Paul Gates, built one of the first log cabin homes in Franklin. The Governor still lives on this homestead which now includes about five hundred acres of land, well equipped with modern farm machinery and high grade stock.

He received his education at Franklin and at St. Johnsbury Academy. After his graduation he taught school for several months and in 1884 he purchased a mercantile business and successfully conducted the same until he was appointed State Highway Commissioner by Governor Bell in 1905. He established and constructed a local telephone line and is now manager of the operating company. He also conducts a wholesale supply business. He is an ex-president of the Franklin County Fair Association. He is director of the Enosburg Falls Savings Bank and Trust Company and a trustee of the Haston Library, a local institution. He was Superintendent of Education in Franklin for eleven years. Was elected to the Legislature by his townspeople in 1898 and was a member of the State Senate in 1900.

Governor Gates is best known through his connection with the highway work of the State. In 1905 Mr. Gates took hold of the road work with the determination to bring about permanent construction and establish a system of maintenance. Established public sentiment brought about co-operation and the work grew rapidly and Vermont now has the name of having the best dirt roads in New England. This all being accomplished without bonded indebtedness and on the "pay-as-you-go-basis." Vermont now has over four thousand miles of so-called permanent roads and all roads have been substantially improved. Governor Gates' leadership in the road work of Vermont for ten years brought popular demand for him as a the Republican candidate for Governor in 1914 and he was elected by a substantial majority at the polls in November.

OFFICIAL PROGRAM

of the INTERNATIONAL ROAD CONGRESS

WORCESTER, MASSACHUSETTS

December 14th, 15th, 16th and 17th, 1915

Under the auspices of the WORCESTER CHAMBER OF COMMERCE *and the patronage of* THE MASSACHUSETTS HIGHWAY ASSOCIATION *and the* FEDERAL GOVERNMENT *and with the active participation of the* ROAD BUILDING AUTHORITIES *and* MATERIAL INTERESTS OF ALL AMERICA

Officers of the Congress

President, HON. J. LEWIS ELLSWORTH
President of the Worcester Chamber of Commerce

Vice-President, CHANDLER BULLOCK
General Counsel State Mutual Life Assurance Company

Treasurer, H. WARD BATES
Of Greene & Bates, Insurance Underwriters

Clerk of the Congress, HERBERT N. DAVISON
General Secretary Worcester Chamber of Commerce

Manager of Exhibits, JAMES P. KEENAN
Of Milwaukee, Wis.

Advisory Council

GEORGE W. TILLSON, Brooklyn, N. Y., President American Road Builders' Association, Chairman
HON. W. A. MCLEAN, Toronto, Ontario, Chief Engineer of Highways and Commissioner of Ontario Public Roads and Highway Commission
IRVING W. PATTERSON, Chief Engineer, Rhode Island State Board of Public Roads
FREDERIC E. EVERETT, Commissioner, State of New Hampshire Highway Department
CHARLES J. BENNETT, Commissioner, State of Connecticut Highway Department
STODDARD B. BATES, Commissioner, State of Vermont Highway Department
PHILIP J. DEERING, Chairman, Maine State Highway Commission
FREDERICK H. CLARK, President, Massachusetts Highway Association

Program Committee

HON. HAROLD PARKER, ex-President American Road Builders Association, Chairman
E. L. POWERS, Publisher, Good Roads, New York
A. W. DEAN, Chief Engineer, Massachusetts Highway Commission
JOHN H. BROWNELL, Chairman, Convention Committee, Worcester Chamber of Commerce
HERBERT N. DAVISON, Secretary, Worcester Chamber of Commerce

Reception Committee

ALBERT T. RHODES, Street Commissioner of the City of Worcester, Chairman; James C. Blake, Assistant Street Commissioner, Vice Chairman; William J. Conlon, First Assistant Secretary of the Worcester Chamber of Commerce, Clerk
Representing the Worcester Chamber of Commerce—Joseph H. Lane, Traffic Manager; Herbert L. Fiske, Advertising Manager Worcester Magazine; Collin H. Aiken, Membership Clerk; Edwin Maudeville, Worcester Electric Light Company; John H. Brownell, Chairman of Convention Committee Chamber of Commerce; George W. Ward, Chairman Entertainment Committee Chamber of Commerce; F. Lincoln Powers, F. E. Powers Company, Richard C. Cleveland, Smith Green Company, Alfred Thomas, Edgeworth Mills, Walter D. Ross, Ross Bros. Company, Louis H. Buckley, United States Envelope Co.; W. T. Chollar, Atlas Portland Cement Co.; Louis E. Reed, Hotel Bancroft; J. Alfred Belisle, Worcester Post.
Representing the City of Worcester—Pehr G. Holmes, Alderman at large and Chairman of the Committee on Streets; John W. Odlin, Secretary to His Honor, the Mayor; George C. Halcott, Superintendent of Public Buildings; William H. Pratt, Assistant City Clerk.
Representing the Massachusetts Highway Association—John M. McCarthy, Secretary, Boston, Mass.; Earl D. Perry, American Car Sprinkler Co.; Charles D. Livermore, Hassam Paving Co.; G. Arthur Wells; H. Wilson Ross, Ross Bros. Co.

Reception Committee (Continued)

Representing the Worcester Automobile Club—Prof. David L. Gallup, Worcester Polytechnic Institute; Chester L. Greene, Insurance Underwriter; John P. Coghlin, Coghlin Electric Co.; Harry J. Murch, J. C. Harvey, Frank Lowe.
Representing the Worcester Publicity Association—The President, Albert B. Fritts, Norton Company.
Representing the Worcester Rotary Club—Mr. Willis E. Griffin, Treasurer, Griffin Flooring Co.

Honorary Reception Committee

HON. WARREN GOODALE of Clinton, Mass., Chairman; Erson B. Barlow, Lowell, Mass.; Francis P. Kendall, Belmont, Mass.; Robert R. Evans, Salem, Mass.; Peter J. Larmon, Clerk of the Board of Public Works of the State of Rhode Island; Charles J. Clifford, Superintendent of Streets, Portland, Maine; Alfred Clark, Superintendent of Highways, Concord, N. H.; Fred E. Ellis, Melrose, Mass.; John A. Gailey, Medford, Mass.; Arthur A. Adams, Springfield, Mass.; Frederick H. Clark, Superintendent of Streets, Springfield, Mass.; Henry A. Spates, Superintendent of Streets, Milton, Mass.; Richard A. Jones, Superintendent of Streets, Waltham, Mass.; Moses I. Brown, Superintendent of Public Works, Quincy, Mass.; Arne Largevin, Superintendent of Streets, Southbridge, Mass.; Thomas F. Cook, Brookline Highway Department, Brookline, Mass.; John M. Keyes, Concord, Mass.; William Henry Harrison Ryder, Marion, Mass.; Louis K. Rourke, late Commissioner of Public Works, Boston, Mass.; John R. Rablin, Engineer Metropolitan Park Commission, Boston, Mass.; Prof. C. Frank Allen, Professor Railroad Engineering Massachusetts Institute Technology; Michael Driscoll, Superintendent of Streets, Brookline, Mass.

Committee on Invitations and Distinguished Guests

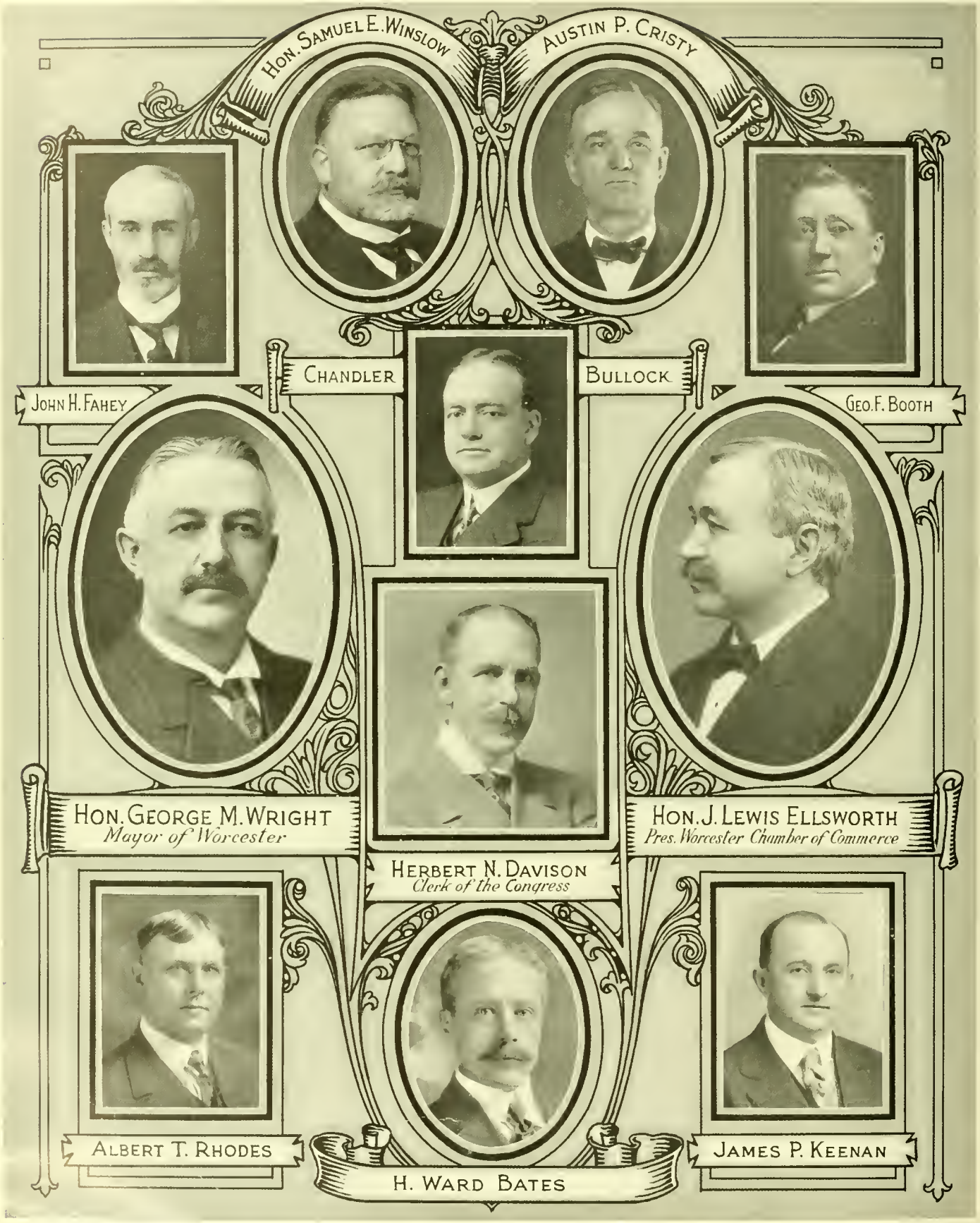
HON. GEORGE M. WRIGHT, Mayor of Worcester, Chairman
HON. SAMUEL F. WINSLOW, Member of Congress, Fourth Massachusetts District
A. P. CRISTY, Publisher Worcester Telegram
GEORGE F. BOOTH, Publisher Worcester Evening Gazette
JOHN H. FAHEY, Boston, President Chamber of Commerce United States of America

Exhibition Committee

EDWIN M. MANDEVILLE, Worcester Electric Light Company, Chairman; William T. Chollar, Atlas Portland Cement Company, New York; James P. Keenan, Milwaukee, Wis.; J. Lewis Ellsworth; Herbert N. Davison

Merchants Committee

JOHN P. COGHLIN, Coghlin Electric Co., Chairman; Walter D. Ross, Ross Bros.; Elwood Adams, Elwood Adams & Son Co.; William A. Lytle; Harry J. Marsh



OFFICERS, COMMITTEE ON INVITATION AND DISTINGUISHED GUESTS

CHAIRMAN OF RECEPTION COMMITTEE AND MANAGER OF EXHIBITS OF THE FIRST INTERNATIONAL ROAD CONGRESS

Tuesday, December 14

International Day

2.00 P.M. Opening of Congress in Ball Room of Hotel Bancroft, Convention Headquarters, by Hon. J. Lewis Ellsworth, President of Worcester Chamber of Commerce. Introductory Address, 15 minutes.

2.15 P.M. Address of Welcome to Governors and Delegates by Hon. Grafton D. Cushing of Boston, Lieutenant-Governor of Massachusetts.

2.45 P.M. Response by His Excellency, Charles W. Gates, Governor of Vermont.

3.15 P.M. Address by Hon. W. A. McLean, M. Can. Soc. C. E. of Toronto, Engineer of Highways Department of Public Works, Province of Ontario, "The Development of Improved Highways in Canada and What it Means to the Dominion."

4.00 P.M. Address by Hon. Logan Waller Page, Director of Public Roads, Department of Agriculture, Washington, D. C., "What the United States is Doing for the Good Roads Movement."

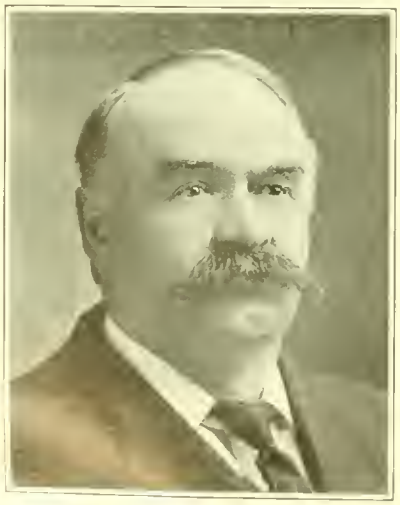
5.00 P.M. Adjourned to Auditorium for Concert and Inspection of Exhibits. An evening entertainment, moving pictures on the Good Roads Movement, Cabaret Performance, etc., Ball Room, Hotel Bancroft.

HON. WILLIAM A. MCLEAN
Toronto, Ontario

PHILIP J. DEERING, ESQ.
Maine

FREDERICK E. EVERETT, ESQ.
New Hampshire

MR. GEORGE W. TILLSON, *Chairman*
President of the American Road Builders' Association



STOUGHTON B. BATES, ESQ.
Vermont

IRVING W. PATTERSON, ESQ.
Rhode Island

CHARLES J. BENNETT, ESQ.
Connecticut

ADVISORY COUNCIL, FIRST INTERNATIONAL ROAD CONGRESS

Wednesday, December 15

Road Builders' Day

Under the Auspices of the Massachusetts Highway Association

Hon. Harold Parker, Presiding

9.00 A.M. *Sharp.*	Introductory Addres by Hon. Harold Parker, ex-President American Road Builders' Association and Chairman Program Committee of First International Road Congress.
9.15 A.M.	Address by William E. McClintock, Treasurer of the Winnisimmett Company, Chelsea, Mass., "The History of Highway Development in Massachusetts."
10.15 A.M.	Discussion, 15 minutes.
10.30 A.M.	Address by Clifford Richardson of New York, Consulting Engineer Barber Asphalt Co., "The Merits of Natural Asphalt Roads."
11.00 A.M.	Address by Leroy M. Law of East Brooklyn, Md., Chemist of the United States Asphalt Refining Company, "The Merits of Refined Asphalt Roads."
11.30 A.M.	Discussion, 30 minutes.
12.00 M.	Adjuornment for noon recess.

Luncheon by Massachusetts Highway Association

Wednesday Afternoon Session

2.00 P.M.	Address by George W. Tillson, President of American Road Builders' Association, Consulting Engineer of the President of the Borough of Brooklyn, N. Y., "City Pavements."
2.30 P.M.	Discussion, 15 minutes.
2.45 P.M.	Address by Major W. W. Crosby, Consulting Engineer, Baltimore, Md., formerly Chief Engineer Maryland Highway Commission, "Selections of Type for Road Surfaces."
3.15 P.M.	Discussion, 15 minutes.
3.30 P.M.	Address by Dr. Ira N. Hollis, President Worcester Polytechnic Institute, "The Necessity of Scientifically Trained Engineers in Highway Construction."
4.00 P.M.	Address by J. R. Worcester, Consulting Engineer of Boston, Mass., "Concrete Bridges vs. Steel and Wood."
4.30 P.M.	Discussion, 30 minutes.
5.00 P.M.	Adjourned to Auditorium for Concert and Inspection of Exhibits.
8.00 P.M.	Ball Room, Hotel Bancroft, Moving Picture Show—The 7000-ft. film of the Lincoln Highway.

Erson B. Barlow
Lowell

Robert R. Evans
Salem

John A. Gaffey
Medford

Henry A. Spates
Milton

Richard A. Jones
Waltham

Peter J. Lannon
Providence

Hon. Warren Goodale
Chairman
Clinton

Alfred Clark
Concord, N. H

Moses I. Brown
Quincy

Aime Langevin
Southbridge

John M. Keyes
Concord

W. H. H. Ryder
Marion

Louis K[illegible]rke
B[illegible]

John R. Rablin
Boston

Prof. C. Frank Allen
Boston

Michael Driscoll
Brookline

HONORARY RECEPTION COMMITTEE, INTERNATIONAL ROAD CONGRESS

Thursday, December 16

Country and City Day

Hon. George M. Wright, Mayor of Worcester, Presiding

9.00 A.M. SHARP.	Introductory Address by Hon. George M. Wright, Chairman of Committee on Invitations and Distinguished Guests at the First International Road Congress.
9.15 A.M.	Address by Dr. Joseph Hyde Pratt of Chapel Hill, N. C., State Geologist and Secretary of the North Carolina Highway Commission, "The Selection of the Materials for Highway Construction."
9.45 A.M.	Discussion, 15 minutes.
10.00 A.M.	Address by Nelson P. Lewis, Chief Engineer of the Board of Estimate and Apportionment, City of New York, "Financing City Streets."
10.45 A.M.	Address by Hon. Joseph W. Gainor, Mayor of Providence, R. I., "Providence and Her Highway Development."
11.15 A.M.	Address by Herbert J. Kuelling, Highway Commissioner, Milwaukee, Wis., "Milwaukee County Concrete Roads."
11.45 A.M.	Discussion, 15 minutes.
12.00 M.	Adjournment for lunch.

Thursday Afternoon Session

2.00 P.M. SHARP.	Address by Hon. James M. Curley, Mayor of Boston, Mass., "Boston's Experience with Various Types of Street Paving."
2.30 P.M.	Address by Hon. Thomas Côté, Commissioner of Public Works, Montreal, P.Q., "Precautions Adopted by Dominion Cities Against Extreme Climatic Changes in Building and Maintaining Streets."
3.00 P.M.	Address by W. H. Connell, Chief of Bureau of Highways and Street Cleaning Department of Public Works, Philadelphia, Pa., "The Organization of Highway Departments."
3.30 P.M.	Discussion, 30 minutes.
4.00 P.M.	Address by Miss Susan H. Willard, Hingham, Mass., Chairman Old Trails Committee, Massachusetts D.A.R., "Old Trails Roads."
8.00 P.M.	Adjourned to Auditorium for Concert and Inspection of Exhibits, Cabaret Show and Moving Pictures, Ball Room of Hotel Bancroft.

Col. Charles P. Light
Field Agent, American Highway Association, Washington, D. C.

Mr. Frederick H. Clark
Superintendent of Streets and Engineering of Springfield, Mass., President of Massachusetts Highway Association and Member of Advisory Council International Road Congress

Hon. Logan Waller Page
Director of Public Roads, Department of Agriculture, Washington, D. C.

Hon. James M. Curley
Mayor of Boston, Mass.

Hon. Joseph W. Gainor
Mayor of Providence, R. I.

Friday, December 17

Automobile Day

Hon. William D. Sohier, Chairman Massachusetts Highway Commission, Presiding

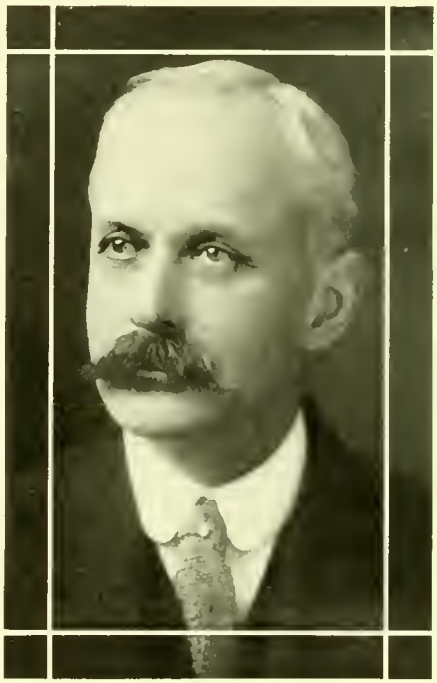
9.00 A.M. SHARP.	Introductory Address by Hon. William D. Sohier, Presiding Officer.
9.15 A.M.	Address by George C. Diehl, Buffalo, N. Y., Chairman of the Board of Good Roads of the American Automobile Association, "The Automobile and its Relations to Good Roads."
9.45 A.M.	Address by Hon. Edwin Duffey, Commissioner of State Highways, Albany, N. Y., "The Type of Pavements Now Being Laid in New York State Highways."
10.30 A.M.	Discussion, 15 minutes.
10.45 A.M.	Address by Henry Welles Durham, New York, "Improved Granite Pavements."
11.15 A.M.	Address by Lewis R. Speare, Cambridge, Mass., ex-President American Automobile Association, "The Ideal Road for the Motorist."
12.00 M.	Adjournment for lunch.

Friday Afternoon Session

2.00 P.M.	Address by John H. Fahey, Boston, Mass., President Chamber of Commerce of United States of America, "The Interest of the National Chamber of Commerce in the Good Roads Movement."
2.30 P.M.	Address by Hon. U. H. Dandurand, Montreal, Honorary President of the Dominion Good Roads Association, "Canada as a Country for Motorists."
3.00 P.M.	Address by William R. Smith, Meriden, Conn., President and General Manager Lane Construction Company, "The Relation of Motor Trucks to Permanent Highways."
3.30 P.M.	Discussion, 15 minutes.
3.45 P.M.	Address by Col. Charles P. Light, Washington, D. C., Field Agent American Highway Association, "Hail and Farewell."
4.45 P.M.	Final adjournment.

Dr. Ira N. Hollis
President Worcester Polytechnic Institute

Major W. W. Crosby
Consulting Engineer, Baltimore, Md.



Col. William D. Sohier
Chairman Massachusetts Highway Commission

Mr. Nelson P. Lewis
Chief Engineer of Board of Estimate and Apportionment, City of New York

Mr. W. H. Connell
Chief of Bureau of Highways and Street Cleaning, Philadelphia, Pa.

MR. HERBERT J. KUELLING
Highway Commissioner
Milwaukee, Wis.

HON. W. H. DANDURAND
Montreal, Can., Honorary President of Dominion Good Roads Association and Representative of the Minister of Roads of the Province of Quebec

DR. JOSEPH HYDE PRATT
State Geologist and Secretary of the Highway Commission, Chapel Hill, N. C.

HON. THOMAS COTE
Commissioner of Montreal, Can.

MR. WILLIAM F. MCCLINTOCK
Treasurer of Warren Brett Company, Chelsea,

The Story of the Road Congress

An Idea of the Vast Amount of Planning and Careful Development of Details on Part of the Worcester Chamber of Commerce and Other Agencies Invited to Participate to Make the First International Road Congress the Peer of All Road Congresses Held on This Continent

"IN *Worcester We Aim at Excellence.*" With this motto to serve as the beacon of inspiration to the officers of the Worcester Chamber of Commerce from the time the first steps were taken toward bringing to this city the big International Road Congress, to the present day, a review of the movements of the organization work, shows clearly and concisely that the standard emblazoned in the hearts of the leaders of this community has been lived up to.

It will be extremely gratifying to the members of the Worcester Chamber of Commerce and the delegates attending the congress to know that the various committees in charge of the highly important work of mapping out all of the important details, have been given much valuable information and assistance by some of the most prominent men interested in this particular line of effort. These handsome tributes, in the guise of co-operative effort, have made it possible for the officers of the Chamber to provide a program for the congress, such as has never been given in any section of this continent, and our authority for such a statement is the Hon. William D. Sohier, chairman of the Massachusetts Highway Commission, a man eminently fitted to make such a statement, from the fact of his extensive experience in these lines.

MR. W. T. CHOLLAR
New York, Atlas Portland Cement Co.
"Father" of the International Road Congress

Mr. Sohier made his statement after he had perused a copy of a tentative draft of the congress program. He has attended many gatherings of this kind and was in a position to pass judgment from the critical viewpoint. Since then, the officers of the Chamber and the various sub-committees have added to the character of the program. A detailed review of the program for the four big days is printed in another section of this issue of THE WORCESTER MAGAZINE.

There isn't any question but what the Chamber has, in bringing to Worcester this International Good Roads Congress, undertaken its masterpiece in an event which is bound to redound to the credit of our city and organization, the continent over. From a small grain of seed, dropped some three months ago in the fertile field of the Chamber of Commerce, there has grown up to the present time a wonderful plant, which is now bearing fruit as the sessions of the congress begin. The fruit that this gigantic plant will bear is not of the temporary kind or of the kind beneficial to a few, but, on the contrary, of the kind that is beneficial to all of the people of this continent as well as as the continents of the entire world, for the Good Roads Movement is a movement of extreme importance and moment to every civilized nation of the entire world.

Worcester is located in a section of the United States that is spending every year vast sums of money for the improvement and construction of old and new highways. Right in our immediate surroundings in the next three years $75,000,000 will be spent for good roads—not for good roads, but for the best roads. Mindful of this, it is indeed strange that no effort should have been made up to this time to bring together under one roof the brightest technical men, the brightest material men, the brightest city and state officials, that are engaged in solving in this country the profoundest physical problem in our civilization. New England might be truthfully indicted for a seeming neglect. Escaping it up to now, the imaginary court will lack of jurisdictionary power, because now Worcester is seeing an International Road Congress—the first of its kind in New England. And all that may come of it in the revolutionary way of credit must come to the Worcester Chamber of Commerce, for it is this organization that blazed the pathways that lead into all sections of this continent.

The inspiration for the holding of this big congress came to the Chamber through Mr. W. T. Chollar of the Atlas Portland Cement Company of New York, and to him is due the awakening. It was he who dropped the grain of seed in the fertile soil of the Old Bay State. Today the idea has not only taken root but has sprung up into a tree whose branches overshadow these six states, waving over the Lady of Snows and reaching out everywhere.

From the response given the officials of the Chamber from all parts of the United States and Canada, Mr. Chollar's idea was indeed a most timely one, grasped in full life and realization by the officials of the Chamber

Mr Henry Welles Durham
New York

Hon Edwin Duffey
Commissioner of State Highways
Albany, N Y

Mr George C Diehl
Chairman Board of Good Roads of the American Automobile Association Buffalo, N Y

Mr William R Smith
Lane Construction Company
Meriden, Conn.

Mr Lewis D Speare
Ex President American Automobile Association
Cambridge, Mass

of Commerce who have left no stone unturned to insure a tremendous success.

Early in the organization for the road congress, the Chamber sought the co-operation of the Hon. Harold Parker of Lancaster. Mr. Parker threw himself heart and soul into the big, broad movement and his valuable advice and services have been a source of much gratification to the officers of the Chamber. Mr. Parker is really the "big gun" behind the movement and, as chairman of the Program Committee, his suggestions and ideas have in a large way spelled the assured success of the congress.

The matter of a material exhibition in connection with the congress was another important detail which only could be handled by the best man possible. That man was Col. James P. Keenan of Milwaukee, Wisconsin, Secretary of the Northwestern Road Congress, and to him was confided the management of the exhibition.

The Massachusetts Highway Association, pioneer in organization work to promote Good Roads, was then interested in the project. Its members saw at once the significance of such a congress, properly conducted, in New England, and at a meeting of the Board of Governors, October 9th, invited the Chamber of Commerce to be represented and explain the plans in mind.

The spirit of co-operation and enthusiasm displayed at this meeting guaranteed the success of this road congress. Not only did the Board of Governors endorse the plans but voted unanimously to grant the Chamber's request—that it be held under the patronage of the Massachusetts Highway Association.

In that connection, it will be of interest to know that Frederick H. Clark of Springfield, president of the Association and formerly Street Commissioner in Worcester and the secretary of the Association, Mr. John M. McCarthy of Boston, have been as active in the work allotted them and have rendered invaluable assistance.

At the November meeting of the Association, held in the American House in Boston, Hon. J. Lewis Ellsworth, General Secretary Herbert N. Davison and First Assistant Secretary William J. Conlon were guests at the Association dinner and following a brief meeting, the Worcester Chamber of Commerce representatives were given an opportunity to talk to the 175 members present.

The American Road Builders' Association at the meeting of directors held in New York, October 22nd, commended the Worcester road congress. Other organizations and individuals, the continent over, placed their seal and stamp of approval on the undertaking.

Six thousand steel engraved invitations were issued to the town and city officials in New England, the Middle Atlantic States and the Dominion of Canada.

In addition to securing the patronage of the Massachusetts Highway Association, the officials of the Chamber also secured the patronage of the Federal Government, which is represented with one of its big exhibitions.

All of the space available for exhibition purposes in the Casino building was taken November 20.

While the big program details and material exhibition matters were being carefully worked out, another highly important phase had to receive careful attention; that was, the reception of the attending delegates and invited guests.

This task was given over to a representative committee of the members of the Chamber of Commerce. In selecting this committee, President J. Lewis Ellsworth was mindful of every interest concerned. The Committee at its first meeting early last month organized with Albert T. Rhodes, Street Commissioner of the City of Worcester, as chairman. It was an excellent choice, as has since been proven by the indefatigable effort Mr. Rhodes has displayed and also by the great Reception Committee which he has surrounded himself by.

In everything the Chamber of Commerce officials have undertaken in connection with the coming road congress, together with the general and sub-committees, the aim has been excellence.

Material and Machinery Exhibitors at the First International Road Congress

Space No.	1 (½)	National Highway Association, Boston, Mass.
	(½)	Pratt & Davis, Fitchburg, Mass.
" "	2-3-4	Government Exhibits, Hon. Logan Waller Page, Director Bureau of Public Roads, Dept of Agriculture, Washington, D. C.
" "	5-6	Hassam Paving Company, Worcester, Mass.
" "	7	Highway Contractor & Road Builder, Albany, N. Y.
" "	8	New England Metal Culvert Co., Palmer, Mass.
"	9	U. S. Asphalt Refining Co., New York City, N. Y.
"	10	Standard Oil Company, Boston, Mass.
"	11	Amies Road Company, Easton, Pa.
"	12	John Baker, Jr., Boston, Mass.
	13	Robeson Process Company, New York City, N. Y.
"	14	Ross Brothers Co., Worcester, Mass.
"	15	Good Roads, New York City, N. Y.
Space No.	16	Warner Quinlan Company, New York City, N. Y.
" "	17	Barret Manufacturing Co., Boston, Mass.
" "	18	Direct Sales Company, Worcester, Mass.
" "	19	R. B. McKim Company, Boston, Mass.
" "	20	American Tar Company, Boston, Mass.
" "	21	Wiard Plow Company, Batavia, N. Y.
" "	22	New England Truck Co., Fitchburg, Mass.
" "	23 (½)	Engineering News, New York City, N. Y.
	(½)	American Car Sprinkler Co., Worcester, Mass.
" "	24	H. L. Bond Company, Boston, Mass.
" "	25-26-27	Kinney Manufacturing Co., Boston, Mass.
" "	28	Philip Carey Co., Cincinnati, Ohio.
" "	29-38	Association of Portland Cement Manufacturers, Philadelphia, Pa.
Outside . . .		Chris. D. Schramm & Son, Philadelphia, Pa.

Worcester, Massachusetts

An Old New England Municipality, Rendered Pre-eminent by Inventive Genius; Where Culture, in the Midst of a Commercial Civilization, is Still Honored and Where the Upbuilding and Preservation of the Home is Still Recognized as the Supremest Duty of the American People

FOUNDED two hundred years ago as an inland plantation in the wonderful new land beyond the seas, Worcester has risen to a plane of industrialism and of commercial importance which has made the name of the Heart of the Commonwealth known throughout the world. The modest settlement whose trade was with the Indians and pioneers has grown into a county metropolis whose trade amounts to many millions of dollars a year and whose mercantile establishments serve within the local zone alone a population of 400,000 and within the zone of business influence a population of 3,000,000. Coincident with the growth of trade has been the development of a city of beauty and prosperity where genius, art and science find full recognition, a community where thrift and loyalty and peace abide.

Worcester has earned her place in the sun, for nature was sparing of her gifts in every way. Industrial expansion has been due to fixity of purpose, to the diversification of manufacturing interests, to the inventive genius of men and to the combined efforts of capital and skilled labor to produce the highest type of goods for home or foreign use. Mercantile progression has kept pace with manufacturing and municipal affairs are regulated with scrupulous care. The municipal census of 1915 gives to Worcester a population of 166,393 and there are more than 35,000 wage earners in the various branches of industry. No city in the United States employs so many skilled craftsmen in proportion to population, nor is the average wage so high as in the city of Worcester.

The history of Worcester dates from May 6, 1657, when a grant of 3200 acres, including what is now a part of the city, was made by the provincial colony to Increase Norwell, of Charlestown. It was not until 1668 that the township, comprising eight miles square and intended for the use of thirty families, was laid out, and twice in the succeeding quarter of a century the settlement was abandoned owing to fears of massacre by the Indians. In 1674 the grant of eight miles square had been purchased in due form from the sagamores of the ruling tribes, the land being described as lying "near Quinsigamud ponds and on each side of the roadway leading toward Connecticott," but the third and final settlement was not accomplished until 1713. The first house was built by Jonas Rice on the eminence now known as Union Hill and forts were constructed in the north part of the village to guard the settlers from surprise attacks by the savages. The first church was built of logs on the site long occupied by the Old South Meeting House on the Main street side of the Common and now occupied by the City Hall. From the porch of the Old South Meeting House the Declaration of Independence was read for the first time in Massachusetts and from the historic common Worcester's quota of minute men marched to Lexington and Concord in the Revolutionary war.

Incorporated in 1722, when the village had a total population of 200, Worcester's path of progress has been marked by two distinct periods of successful endeavor. Deprived of the natural advantages which have shaped the courses of so

many new world communities, the early settlers and their successors for many generations devoted themselves to agriculture. They conquered the stubborn, rock-strewn hills and tilled the virgin meadows to such good purpose that the original plantation soon became the shire town and the market place of the country for miles around. Although exceeded in population and in agricultural interests by older villages in the vicinity, Worcester grew more rapidly than her rival farming communities and so passed at the close of the century into the momentous industrial period of her existence.

In the year 1800 the population of the town had risen to 2411 and the era of manufacturing had begun. One of the first establishments was a plant for the making of potash and a distillery was utilizing the rye crop to such purpose that a large part of the product was exported. Then followed the forming of an association for the purpose of spinning and weaving cotton, and the erection of paper and card mills. Within a short period a cotton cloth mill was established , carpet and plaid weaving were under way and a wool carding factory was erected. In the next few years the manufacture of church and tower clocks was begun and an extensive business was carried on.

Early in the century of industrial development which was to place the growing town in the foremost rank of New England municipalities there was organized in Worcester the wire making establishment which is today the city's greatest single business enterprise. Wire was first made here during the war of 1812, but it was twenty years later when Ichabod Washburn started manufacturing the first piano wire made in America, in a building erected for the purpose on Grove street, and this was the nucleus of the great mills which are operated there today. These form the largest wire manufactory in the world, the product of which is worth more than $10,000,000 a year, and reaches even the remotest parts of the earth. Employes of the establishment run into the thousands in number.

Plows and other agricultural implements were manufactured in Worcester as early as 1820, and in the succeeding quarter of a century a number of firms engaged in the same line of business, mowers and other labor saving machinery being added to the list of products as rapidly as the inventive genius of the pioneers of industry provided them for the needs of man.

In this golden age of industrial progress the boot and shoe and leather business had an important part in the general growth and prosperity of the community. In 1801 appeared the advertisement of a "Ladies' Shoemaking Business," and by 1807 a more pretentious factory bore the trade sign of "Boot and Shoemaker in General." An extensive tannery had then been in operation for two decades and patent rights for the putting together of footwear with copper nails were granted in Worcester long before the wooden shoe pegs of New England fame were introduced.

The manufacture of looms was also one of the first enterprises of note in the early part of the century. In Worcester as well as in the isolated hamlets adjacent, families were largely self-sustaining economic units in themselves. Their needs were satisfied mainly from the products of the land. Every household had its spinning wheel and every group of households owned a loom for

the making of fabrics. Women and girls carried the burden of this labor. They spun the wool clipped from the fleece of sheep reared at home and wove it into durable homespun or mixed the wool with linen into a fabric known by the familiar name of "linsey woolsey." With the establishment of the textile mills the manufacture of looms became still more important and at the present time this industry in Worcester has assumed enormous proportions.

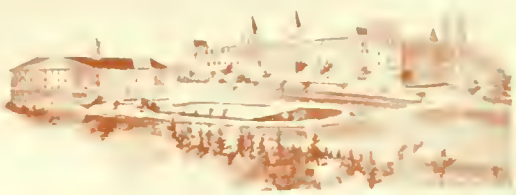
It is interesting to note, in tracing the development of manufacturing that a very large percentage of what are now important lines of business in all countries originated in Worcester. This county was the first place in the United States where lumber was cut from the log with a circular saw. The first furnace for warming houses was introduced here. The first passenger coach in America was built in Worcester by Osgood Bradley. The valentine industry was originated soon after the town became a city and billions of these tokens of affection have been exported from the Heart of the Commonwealth to every country under the sun. Worcester also sets the style and makes corsets for the women of every civilized nation. Ten factories are engaged in this line of trade.

The seraphine, the melodeon, the cabinet organ, were specialties of Worcester manufacture in the days when these musical instruments were most in vogue, and the steam calliope was the product of the inventive mind of a native son.

The memories of old citizens linger fondly over these achievements of Worcester's industrial pioneers, but it is likewise a matter of pride to the older and to the rising generation that the progress of industrialism keeps fully abreast of the times. This city's machine and machine tool manufactories have won international reputations and the remarkable growth of the automobile industry owes success, in part, to the superior product of Worcester concerns. More automobile crank shafts and drop forged and ground here than in all other cities of the United States combined. The manufacture of grinding machinery especially has reached the highest perfection.

In volume of diversified production, in character of production and in the rate of industrial increase, Worcester now stands foremost among the manufacturing centers of New England. The proportion of industrial intelligence and skill which enters into the production of the various commodities turned out in Worcester is incalculable. These human resources more than counterbalance the supplies of raw material and fuel which constitute the greatest assets of the South and West. These human resources have been gathered together and transmitted from generation to generation during a hundred years of industrial development and result largely from the advantages which the impetus of an early start in manufacturing pursuits has given to us. These human resources, in the opinion of many eminent men, are the real guaranty of continued industrial greatness.

It was Edward Atkinson who showed to foreign visitors the real foundation of the prosperous industrial conditions which exist in Worcester and other large producing cities in the state. "It is not the great factories you saw yesterday," he said, "that are responsible for New England's progress, but the thousands of smaller enterprises in which the owner and a few workmen are carrying on diversified industries and laying the foundations for the steady expansion into the great factories of the future. In these thousands of small industries, covering every range of human activity, is the true source of New England's wealth. From them come the geniuses who make possible our



inventions and improvements in machinery. From them come the leaders capable of developing their small plants into great enterprises. In them are found the true spirit of New England's development.''

Many of the famous inventors of the world were natives of Worcester and her surrounding villages, or brought their projects to fulfillment here. Elias Howe, inventor of the sewing machine; Tyler Howe, inventor of the spring bed; William Howe, inventor of the truss bridge, were born in Spencer. Eli Whitney, whose brain conceived the cotton gin, was born in Westborough. Worcester was the home of Charles Thurber, who made the first practical typewriter; of Dr. Russell L. Hawes, inventor of the first machine for making envelopes; and of Erastus B. Bigelow, inventor of the carpet machine. Thomas Blanchard, who designed and made the eccentric lathe; Asa Hapgood, inventor of the upper berth in sleeping cars; J. C. Stoddard, inventor of the steam calliope, were Worcester men. Others who gave to the world the fruits of their genius were Lucius J. Knowles, inventor of looms for weaving narrow fabrics, and George Crompton, inventor of the first power loom for weaving fancy cottons; A. W. Gifford, maker of the first milled machine screw; Joel Nourse, Draper Ruggles and J. C. Mason, inventors of agricultural implements, the latter of whom perfected the modern plow. It is also a matter of public record that more patents have been granted to Worcester County inventors than to those of any other county in the United States.

Many other men and women who achieved world-wide distinction were born or reared within the Worcester zone of genius, and a few of these who have been distinctly creators, founders and discoverers, it is fitting here to note. In Shrewsbury, which overtops Worcester to the northeast, was born General Artemas Ward, first commander-in-chief of the American Revolution, hero of Shay's rebellion, law maker, justice and member of congress. Worcester was the home of Dr. William Morton, known as the conqueror of pain and discoverer of ether as an anæsthetic; Dorothy Lynde Dix, redemptress of the world's insane; George Bancroft, historian of the United States and secretary of the navy, who founded the nation's naval academy; John B. Gough, greatest apostle of temperance; George Frisbie Hoar, an American ideal statesman; Clara Barton, founder of the Red Cross in America, and Luther Burbank, discoverer of a new plant world. Elihu Burritt, the learned blacksmith, started here his propoganda for universal peace. The movement which saved Kansas to the Union and ultimately redeemed the country from slavery, had its inception in Worcester in 1854, when a great mass meeting was held in the City Hall. At this meeting plans were formed and the first emigrant aid society was organized under the direction of Eli Thayer.

Situated nearly five hundred feet above tidewater and built upon nearly a score of gently sloping hills, Worcester presents a charming municipal picture when viewed from any favorable point of observation. It is essentially a city of homes, a statement which is attested by the fact that there are more than 16,000 dwelling houses in the city limits. These are largely modern in design, for the gain in population has been more than 500 per cent. in fifty years. The city covers an area of thirty-eight and a half square miles, the average length being nearly six and one-

half miles and the average width six miles. The state census of 1915 gives the number of families as 35,223, with men for military duty to the number of 32,235. The valuation of taxable property is $179,071,436.

Worcester is a cultured city. Education, religion and art flourish. There are three colleges, Assumptionist, Clark and Holy Cross. Clark University, which has rank among the great world universities, has an international reputation in research work. Worcester Polytechnic Institute is one of the best engineering schools in the country, and Worcester Academy is also widely known. The four high schools and sixty-one grade schools are well equipped for educational work, and statistics show that there are more graduates from the high schools, in proportion to the attendance, than in other city in America. Eight hundred and fifty teachers are employed. One development of recent years has been the establishment of trade schools for boys and girls, these being among the first in the country provided by a city for teaching industrial arts. The buildings and equipment cost nearly a quarter of a million dollars.

The Worcester public library contains more than 200,000 volumes, and there are twenty-five other libraries containing more than half a million books. The Young Men's Christian Association proudly shows a membership list of nearly 1400 and the organization recently constructed a gymnasium at a cost of $200,000, while plans are under way for a new home. The Young Women's Christian Association occupies a building valued at $90,000 and provides a home for many working girls. Worcester is also the home of the American Antiquarian Society, which cares for its rich store of relics and records in a building which cost $200,000. The society has funds of nearly $500,000 for carrying on the work. The society's library has 140,000 volumes. The Society of Antiquity is also a notable organization with rare and precious collections.

The third finest art museum in the United States is located in Worcester. The museum has been visited annually by hundreds of European visitors and has many celebrated works of art on view. It has an endowment of $4,000,000 and conducts a school where drawing, painting, modeling, and design, metal work and bookbinding are taught.

Worcester has 120 churches, missions and chapels and the value of the various church properties is placed at $3,000,000.

Worcester is a wealthy city, for the thrift of her people is proverbial. Her financial institutions hold more than one-twelfth of the savings bank deposits of Massachusetts and the city has never lost a penny by a bank failure. The savings banks were founded in early days and the custom habits of saving formed then have passed down to the present day and become a nearly universal custom. It has been said of Worcester that no sooner is a child born than a savings account is opened to its credit and that every baby born is a potential savings bank depositor. Worcester residents also draw continuous income from investments in other states. The per capita deposit in the five savings banks of Worcester is $419.32. There are more than $90,000,000 deposited in the bank and trust companies of the city and of this sum the savings banks hold two-thirds. The clearing house reports show clearings of more than $11,000,000 monthly. One national bank has been in business continuously since 1804

and there are four co-operative banks with assets of more than $3,500,000. Other large financial enterprises in Worcester are four insurance companies whose total assets are over $36,000,000 and whose combined surplus also runs into the millions. Owing to the wisdom of management in civic finances the city enjoys the highest credit and is enabled to borrow upon bonds at the very lowest rate of interest. Worcester's net debt is only $8,000,000 and the city owns $20,000,000 worth of property over and above the assessed valuation. The net debt is less than three per cent. of the valuation.

Worcester also has the distinction of being the first city in the United States to buy land for a public park. The total area devoted to park purposes covers nearly 1100 acres, and these public pleasure grounds are admirably situated as regards accessibility. The largest of these, Green Hill Park, contains 500 acres. The city has also provided municipal golf links of 250 acres and there are twenty-three public playgrounds under the supervision of separate commissions. Unique among the city's pleasure spots is Bancroft Tower, erected on the crest of Bancroft Hill and having an altitude of 720 feet above sea level. The tower was built by the late Stephen Salisbury as a memorial to the eminent historian, whose birthplace was adjacent to the hill on the north. More than 100 square miles of surrounding territory may be seen from the tower and the view is unsurpassed in Worcester.

The first town meeting called in Worcester was held on September 28, 1722, and the first town hall was built on the Common 100 years later. This building was enlarged and remodeled several times, finally being replaced by the present city hall, which was dedicated in 1898. The structure cost $650,000 and is considered one of the municipal wonders of the country, being built entirely within the appropriation. Worcester's water supply is not only ample for present needs, but the construction of an additional reservoir, now under way, will enlarge the storage capacity by 3,000,000,000 gallons and provide water sufficient for an estimated future population of 300,000.

Transportation facilities in Worcester are of the best, the city being connected by direct railway routes with every important point in the East. Two hundred passenger trains arrive or depart every twenty-four hours and a complete system of trolley lines provides full service for local traffic.

All residents are proud of Worcester; all visitors find something to their liking. To the stranger within her gates Worcester has always extended a friendly greeting. To those who join their lives with hers she offers all that makes life worth the living.

Trade Marks and Unfair Competition

An Interesting Article on a Complicated Subject Illustrating How Closely Lines Are Drawn to Protect a Manufacturer Against Piracy and the Public Against Imposition— A Producer's Commercial Signature.

By Atty. Hartley W. Bartlett

IN the days when goods were sold by the maker in person to the consumer, no particular means of identification of such goods was necessary, but with the advent of business expansion and modern advertising, the manufacturer has found it necessary to resort to some method of marking his products which clearly indicates their origin to the purchaser. This has led to the adoption of the trade mark.

HARTLEY W. BARTLETT

Now what is a trade mark? A trade mark is a mark used by a manufacturer, producer or vendor on a commercial article to indicate primarily either by its own meaning or by association, the origin, ownership or place of manufacture, production, or sale of the article to which it is applied. It is one's commercial signature.

A trade mark has two functions, to protect the manufacturer against piracy and to protect the public against imposition.

The element of indication of origin is essential to a valid trade mark. This is the foundation upon which the trade mark system is built. Indication of origin by association is brought about by the continued and uniform use of some mark by a manufacturer or dealer, which creates in the mind of the public an association between the mark, the article, and the manufacturer of, or dealer in such article.

The general subject of trade marks is now usually divided into two separate classes, (1) The Trade Mark, (2) Unfair Competition. I shall thus treat them.

(1) The Trade Mark.

This class has now been so narrowed as to include only certain kinds of identifying marks affixed by the manufacturer to vendible commodities. Words which are merely descriptive, generic, or expressive of quality are excluded, as are labels, advertisements, signs, and the form, size and general appearance of packages. Before illustrating different types of trade marks, it should be clearly understood that priority of adoption for the particular class of goods supplemented by continuous use is necessary. By such adoption and use the proprietor acquires under the law an actual property right in the mark.

The range of marks which constitute valid trade marks is very wide. The mere twisting of a colored thread into a rope, or the weaving of a distinctive selvage on worsted goods has been held sufficient.

Some words which have been held to be valid trade marks are as follows: "Eureka" fertilizer, "Congress" water, "Excelsior" ranges, "Star" and a symbol of a star, shirts, "Old Crow" whiskey, "Cough Cherries" confectionary, "Club" cocktails, "Elastic" sectional bookcases, "Home" sewing machines, "Hunter" whiskey, "Ideal" fountain pens, "Magico" cleaning compound, "Pigs in Clover" puzzle, "Pride" cigars, "Queen" shoes, "Royal" baking powder, "Saponifier" soap, "Sweet Caporal" cigarettes, "Vulcan" matches, "Welcome" soap.

Coined words are frequently adopted as trade marks and are held valid by the courts. For example, "Sapolio," "Cottolene," "Cuticura" and "Uneeda."

Mere letters may be sufficient, such as "N S" used on cigars, and "O. F. C." on whiskey. Arbitrarily selected numerals when used primarily for the purpose of indicating origin may constitute a valid trade mark as, for instance, the numeral "303" used by Esterbrook & Co. on pens. A numeral merely indicating style cannot be protected.

Pictures are very commonly adapted as trade marks, such as a cock standing upright as used on whiskey by J. A. Miller; the head of an elk together with the word "Elk" upon cigars.

For comparison let us now look at a few marks which do not constitute valid trade marks.

The word "Sterling" has been held not to be a valid trade mark because it is descriptive of the quality of the goods. This was decided in a case quite near home. Reuter & Co., of Boston, against Worcester Brewing Corporation. Reuter & Co. had adopted this word for ale and later the Worcester Brewing Corporation came out with a brand which they called "Sterling Quality." Suit was brought against them by the Boston company, but the case was decided in favor of the Worcester company for the reason which I have stated. Similar words which have been held invalid are "Compressed Yeast," "Syrup of Figs," "Straight Cut" cigarettes, "Hygienic" underwear, "One Night Corn Cure," "Rock & Rye," "Iron Bitters," "Asbestos" wall plaster, "Better Than Mother's" mince meat, "Barber's Model" razors, "Borax" soap, "Encyclopedia Britannica," "Elastic Seam" drawers, "Masonic" cigars, and "Prime Leaf" lard. There are cases when a word has been held to be a valid trade mark which was merely suggestive of qualities of the article, as for instance the word "Cream" used on baking powder. Sometimes it has been tried to avoid the claim that a word was merely descriptive of the character, qualities, or composition by showing that it was not really descriptive, or, in other words, that it was deceptive, but this is equally [illegible]

it. Mere misspelling of a descriptive word cannot make it a valid trade mark as, for example, "Kid Nee Kure" applied to a medicine, or "Roachsault" used on a preparation for destroying roaches.

No word which is merely geographical can be monopolized as a trade mark as, for instance, "Lackawanna" when used on coal, for this is a district in Pennsylvania and anyone who mines coal in that region has an equal right to call it Lackawanna coal. The same is true with the words "East Indian" remedy, "Columbia" cloth, "American" sardines, "Elgin" watches, "Maryland Club Rye" whiskey, and "Worcestershire" sauce.

The mere name of an individual, firm or corporation cannot form a valid trade mark unless written in some distinctive manner as, for instance, a signature, though the statutes provide that a word which is otherwise a valid trade mark shall not be rendered invalid because it happens to be the name of the owner or a portion thereof. For illustration, suppose the name of a corporation be John Brown Co., or Brown Leather Goods Co., neither of these names John Brown or Brown Leather Goods could be protected as a trade mark, but now with the name Eagle Mfg. Co., the word eagle, a picture of an eagle, or both, could be adopted as a trade mark and protected as such.

By statute the name, emblem, or flag adopted by a fraternal organization or a name, emblem, or flag adopted by any club or society which was incorporated in any state in the United States prior to the date of the adoption and use of the mark, cannot be appropriated by any other person or party after its adoption by such organization. The coat of arms, flag or other insignia of the United States or of any state or city or of any foreign country cannot be monopolized as a trade mark.

Having now considered what kinds of marks can and cannot be protected, let us next take up some other requirements relative thereto.

Let me repeat, in order to acquire a property right in a trade mark the element of use is absolutely essential. Mere adoption is not sufficient. By use is meant the actual marking of the goods or the package containing the same, or, if this is impossible on account of the nature of the goods and container, the trade mark may be printed on a piece of paper and enclosed in such container. Use in advertising matter is not sufficient. This should be borne in mind.

A trade mark is not separable from the good will of the business, and therefore can only be transferred with such good will. A patent may be sold to anybody at any time, but a trade mark cannot. A transfer of the good will of the business carries with it the trade marks used in that business generally unless particularly provided to the contrary.

A property right in a trade mark may be lost by abandonment or by dedication to the public by becoming the generic name of the article to which it is applied.

The first step toward protecting a trade mark is by registration in the United States Patent Office. Such registration lasts for a term of twenty years and is renewable for any number of successive like terms. It is not the registration which gives the property right to the adopter for this is secured by the adoption followed by continued use and a suit for infringement might be brought in the courts on a mark which had not been registered, but the procedure and results are very unsatisfactory. When a trade mark is registered the United States statutes provide that such registration is prima facie evidence of ownership and the courts can order an injunction restraining further infringement, the payment to the owner of the mark of all profits made by the infringer on the article wrongfully marked, the payment of treble damages caused to the owner of the mark by the infringement, and may likewise order the destruction of all labels, prints, packages, etc., bearing the trade mark in the possession of the infringer.

Articles under the trade mark laws are divided into forty-nine classes, for instance, Class 1 is raw or partially prepared materials; Class 2, receptacles, and the adoption of a trade mark by some one for use on goods in one of these classes does not bar anyone else from adopting the same mark for another class of goods. If a manufacturer or dealer uses the mark on more than one class of goods, he should register it in each class in which any of these goods are included. For instance if he makes rubber gloves and rubber hot water bottles, the first come under Class 39, clothing, and the second under Class 44, dental, medical and surgical appliances.

In order to be registerable under the federal law, the mark must have been used in interstate or foreign commerce, or in trade with the indian tribes. Mere local trade is not sufficient. For goods sold wholly within one state, almost every state has some system of trade mark registration, but such registration is of very little value for those engaged in general trade, for a suit in one state would not affect infringement taking place in any other state, and it would be necessary to bring a separate action in every state in which any infringement occurred.

It is not necessary to use or adopt the exact trade mark of another to be held an infringer on his trade mark rights. To illustrate this I will give a few examples of valid trade marks and words that have been held to infringe on them. Cascarets by Castorets; Cottolene by Cottoleo; Excelsior by Excellent; Flor de Margaretta by Margarita; Hostetters Bitters by Host-Style-Bitters; Old Crow by White Crow; Sapolio by Sapho; Shawknit by Seamless; Uneeda by Iwanta, and Gold Dust by Gold Drop.

Before going to our second subdivision of the subject let us now sum up the principle points connected with the first.

(1) The right is procured by priority of adoption and continuous use thereafter.

(2) The trade mark must primarily indicate the origin of the goods and be distinctive.

(3) It must be used in lawful commerce.

(4) It must not be merely descriptive of the goods or the character or quality thereof.

(5) If the name of an individual, firm, or corporation, it must be written in some distinctive manner.

(6) It must not be merely geographical.

(7) It must not be the flag, emblem or insignia of any nation, state, city, or incorporated society.

(8) It must be actually marked on the goods or the container for them where possible.

(9) It can only be transferred in connection with the good will of the business.

(10) The right is lost by abandonment.

(11) The trade mark should be registered in the United States Patent Office and in such foreign countries as the owner is or contemplates possibly having trade.

(12) Vendible articles are divided into different classes and adoption and use of a mark in one class does

not prevent the acquiring of the right to the same mark by another for a different class of goods.

And now we come to our second class.

UNFAIR COMPETITION

Like the technical trade mark the foundation principle of the law of unfair competition is the protection of persons in legitimate business enterprise against the inroads of dishonest competition, and the public from imposition. The trade mark is recognized in law as a piece of property and the element of fraudulent intent is not necessary to infringement, for you may be an absolutely innocent user of the trade mark of another, but you are an infringer just the same and subject to all of the legal liabilities. In unfair competition the element of fraud or intent to deceive the public is essential and must be proved. In other words in order to prove a person guilty of unfair competition it must be shown that he actually knew of the adoption and use of the mark by the complainant and with intent to defraud the public, so marked his goods as to make them appear to the ordinary purchaser to be the goods of the complainant.

In order to be able to restrain another party from unfair competition it is necessary for the complainant to come into court with clean hands, or in other words, he must not also to a greater or less degree be guilty of imposing on the public. For example, if I sell a brand of cigar with the statement that it is made of clear Havana tobacco whereas in fact it contains a large proportion of inferior tobacco, and someone puts out a cigar with a label thereon imitating mine, I cannot secure relief even though that party is clearly guilty of unfair competition because of my misrepresentation. A mere unintentional error in the label would not prevent relief.

The name of a corporation cannot generally receive protection as a trade mark, but under the head of unfair competition it may if it can be shown that its adoption and use by the infringer was with fraudulent intent of stealing the trade of another.

Under the law of unfair competition trade secrets may be protected. If a concern puts out a chemical composition, anyone can make such preparation who can lawfully discover the secret process, but a secret art has been held to be a legal subject of property and the owner has a right to the secrecy of all those employed in his business which the courts will protect. Anyone who obtains knowledge of the secret by fraud or unfair means will not be permitted to avail himself of his knowledge by disclosure of the secret to others or by manufacturing under it. A witness in a court case cannot be made to disclose trade secrets known by him.

Fraudulent imitation of the sign or form of distinctive advertising of a competitor will be restrained.

Perhaps you may not realize it, but if some one comes into your store and asks for a pair of Royal Worcester Corsets and you hand over to him a pair made by another concern, your store is thereby guilty of an unlawful act and the courts will grant an injunction to the Royal Worcester Corset Company restraining you from making any more such sales.

If one imitates fraudulently the title or appearance of a book of another sufficiently closely that the public would be liable to confound the two, this is held to be unfair competition.

While a geographical word cannot be acquired as an exclusive property right, yet if the word has come in the minds of the public to denote a particular manufacturer producing an article of high quality, the use of that name as a brand for similar goods for the purpose of fraud will not be permitted, especially if the similar article be made in a different place. The same principles apply to descriptive words.

If a manufacturer indicate his goods by a peculiar label or wrapper, he will be protected in its use against unfair competition. The test is whether or not the ordinary purchaser receiving one would from the appearance of the label or wrapper suppose he was getting those of another. For example, a diagonal red band on a bottle with the name of the contents in white letters on this band, or the word "Seamless" printed in script with a flourish underneath on stockings will be protected. The same applies to the use of a distinctive form of package.

A party refilling boxes, barrels or receptacles which have already acquired by familiar use a reputation in the public mind as containing the goods of another, with the intention of diverting trade or deceiving the public is guilty of unfair trade.

It is necessary for a party to move with reasonable celerity against a fraudulent imitator for the courts are indisposed to help those who have slept upon their rights and acquiesced in their appropriation by others for a considerable length of time.

Therefore, the whole subject of unfair competition may be briefly summed up in the basic rule which is that no one shall, by imitation or any unfair device, induce the public to believe that the goods he offers for sale are the goods of another, and thereby appropriate to himself the value of the reputation which the other has acquired for his own products or merchandise.

Proposed Board of Shipping Experts

The National Foreign Trade council, of which James H. Farrell, president of the United States Steel Corporation, is chairman, has, in a public report, given out Tuesday, October 26, condemned the government ownership of merchant vessels, and declared that continued advocacy of this policy and of the seamen's act, which goes into effect November 4, would delay the building of an American merchant marine by private capital.

The council recommends creation by Congress of a permanent shipping board of five members, versed in shipping affairs, to recommend to Congress revision and modernization of shipping laws. It is proposed that this be a permanent advisory body, to keep Congress informed on the needs of American shipping.

Department of Commerce Services

The Department of Commerce will request Congress this winter [illegible] commensurate with the department's growth [illegible] activities, to enable it to increase its clerical staff and to make additional divisions and departments for new branches of work. The department hopes to do important investigative work through the commercial agent service, which is considered, says Dr. Pratt, chief of the Bureau of Foreign and Domestic Commerce, the backbone of the trade promotion organization. The department also desires to add ten new men to the commercial attaché. It is also desired to establish a service for collection and publication of concrete information with reference to internal [illegible]

George Clarkson Whitney

Death Removes One of Worcester's Staunchest Citizens, Whose Life Was a Notable Example of Energetic Business Endeavor Fused with Christian Service and Uprighteous Living—A True Citizen of the Heart of the Commonwealth

FROM the ranks of the living, George Clarkson Whitney has been called to the better life. Worcester has lost many of her stannch public-spirited supporters in the last decade, but few have passed beyond the invisible barrier whose spirit was more optimistic for his city's welfare nor more consecrated to her progress than that of George Clarkson Whitney.

His life-time of energetic business endeavor, which has made Worcester virtually the home of the valentine, was but one of his contributions to the civic life of the community. It was not the highest side, important though it was. More significant still was his Christian life and his Christian service, his belief in his home city, his desire to see it an abiding place of uprightness and the home of the highest ideals.

Like all such men, Mr. Whitney sought no public recognition. Nothing he did was ever proclaimed by him. His method, the method in which he delighted, was to live from day to day a useful, humble life, doing all he could to help onward his community, revealing what he did to no one.

In the town of Westminster 73 years ago George C. Whitney was born. His parents, John and Lydia Whitney, died when he was a boy, and he had to shift for himself from that time throughout his life.

George Clarkson Whitney

His spirit of service showed itself when as a young man he enlisted in the old Fifty-first Massachusetts Volunteers, in which he did his duty without ostentation.

Within a few years after the war was over, he was embarked upon the industry which was to be his life work—the manufacture of valentines. Two pioneers had preceded him in this work. They were Miss Esther Howland and J. W. Taft. They had begun and developed a rather flourishing business. But they were after all but pioneers. It was left for George C. Whitney to develop to the full this rather unique business of supplying the tokens of love-stricken hearts.

The factory on Union street where Mr. Whitney as head of the George C. Whitney Co., incorporated, presided for so many years, was the result of evolution. The business began on Main street, in a small room in the Ransom C. Taylor building, on the present site of the Clark-Sawyer Company's store.

From there it was thrice moved, each time to a larger place, until the present big establishment on Union street was acquired. Hundreds of hands are employed in turning out hundreds of thousands of valentines. Ninety per cent. of the valentines that are exchanged on St. Valentine's Day come from Worcester.

Mr. Whitney's character was reflected in his unwillingness to allow his plant to turn out comic valentines. He would occasionally fill an order for such missives, but always they were of a mild character. He did not believe in using love's gifts as a medium for ridicule.

The valentines which he manufactured were dainty, handsome and appropriate. They were as fine in quality and workmanship as any in the world, and are still.

Fifty years of his life were given to the First Baptist Church, where he was one of the strongest supporters the church has ever had. Superintendent of the Sunday School for 25 years, and serving after that as deacon up to the day of his death, his personality was interwoven very perceptibly with the history of the church for more than half a century.

He served also as president of the Young Men's Christian Association, and was for many years active in all the religious work of the association. He was frequently the leader of gospel meetings and took part in numerous special evangelistic campaigns conducted by the Y. M. C. A. in the outlying districts.

Missions also received from him a loyal interest. He was chairman of the executive committee of the American Baptist Foreign Missionary Society, was president of the Baptist Social Union, and president of the Massachusetts Baptist Convention.

His relations with his employes were especially inspiring. Always kind-hearted, he never failed to speak a pleasant word to those who worked for him. He personally interested himself in their welfare, and there was not one of his force who would not do a good deal for him in return.

He had a motto which he had more or less unconsciously worked out. It was, "Industry, punctuality and Christianity." How near this motto came to being definitely framed in his mind is a question, but there was never any doubt about its being an integral part of his life. He lived it every day, making his practise a notable example for men to observe.

WORCESTER A QUARTER CENTURY AGO

December, 1890

Southern Grade Crossing Hearings

Hearings on the proposal to abolish the southern grade crossings, now done away with these many years, began on the evening of December 5, 1890, in the City Hall before the State Railroad Commission. At that particular hearing, by common consent, only the Grafton street crossing was taken up.

It was a wise decision, for the debate on that crossing alone occupied the time of the entire hearing, and the aftermath of it was the worse thing about it. It was charged during the hearing that the law providing for the abolition of the grade crossings was more favorable to the Boston & Albany and the New Haven railroads than to the City of Worcester.

When the Railroad Commission reported its findings, a few weeks later, the citizens of Worcester were not a little astounded at its suggestion that the crossing should be eliminated by means of a tunnel underneath the streets. Protest was immediate and decisive. The Legislature was appealed to. The railroads and the law alike were pretty roundly denounced and for a while there was all kinds of heated arguing.

In the end legislative relief was secured by which the construction of viaducts and concrete arches, such as at present grace that section of the city, was agreed upon and the city received what it considered more equitable treatment.

Tenth Anniversary of Woman's Club

Women prominent in club work here and elsewhere made up a notable assemblage which took place in Association Hall on December 9, 1890, to join with the Woman's Club of Worcester in celebrating its tenth anniversary. Much attention was paid by the speakers to the gratifying ten years' history of the club, for the organization accomplished many things in that first decade.

The visitors were welcomed by Mrs. Abbie Stone, president of the club, while Miss Mary P. Jefts, who was twice president previously, acted as mistress of ceremonies. The guests were numerous and prominent.

Board of Agriculture Meeting

Annual sessions of the State Board of Agriculture were held in Horticultural Hall, this city, on December 2, 3 and 4, 1890. The president of the board, Calvin L. Hartshorn, of Worcester, was in the chair. Governor Brackett presided at the evening session following the first day's deliberations. A speaker at that meeting of the board was Governor W. D. Hoard, of Wisconsin. Many local grangers and others interested in agriculture attended.

Rev. Mr. Fullerton's Resignation

Rev. Edward Grier Fullerton, pastor of Park Church, presented his resignation on December 2., 1890, having accepted a call from the Park street Congregational Church of Bridgeport. He announced that he would leave his Worcester charge on the first Sunday in January.

City Election

"Wet or dry?"

This dilemma—as it seems to be in the minds of many, although it is perfectly clear in the minds of as many others—was thrust upon the city a quarter century ago as it was thrust upon it during the city election just past. At the city election of December 9, 1890, license or no-license was as much of an issue as it was this year.

The organization and the campaign for a dry city was not at all as complete or as aggressive as this year. This may have been partly because the city had been dry for the previous year, and possibly it was thought it would stay dry a year or so longer.

So, aside from vigorous sermons in the pulpits on the Sunday preceding election day, little active campaigning was performed by the dry forces—and the city as a result went very comfortably wet by the majority of 1233. In the previous year the dry vote won out by the narrow margin of 67.

In this same city election of 1890, Francis A. Harrington, Republican, was elected mayor by a safe majority.

Charles E. Brooks

Of the deaths in Worcester during December a quarter century ago, the most notable was that of Charles E. Brooks, who died on December 22, 1890, at his home at 51 Queen street. Mr. Brooks was for eleven years a trustee of the Worcester Horticultural Society and was clerk of Piedmont parish for as long a period. He was one of the founders of Piedmont Church, having left Plymouth Church to help organize the new parish. He was a native of Worcester.

Patrons of Husbandry Meet

Patrons of Husbandry found Worcester a hospitable place for their annual meeting in December, 1890, as they have on more than one occasion since that year. The eighteenth annual session of the state grange took place in Horticultural Hall on December 16, 17, and 18.

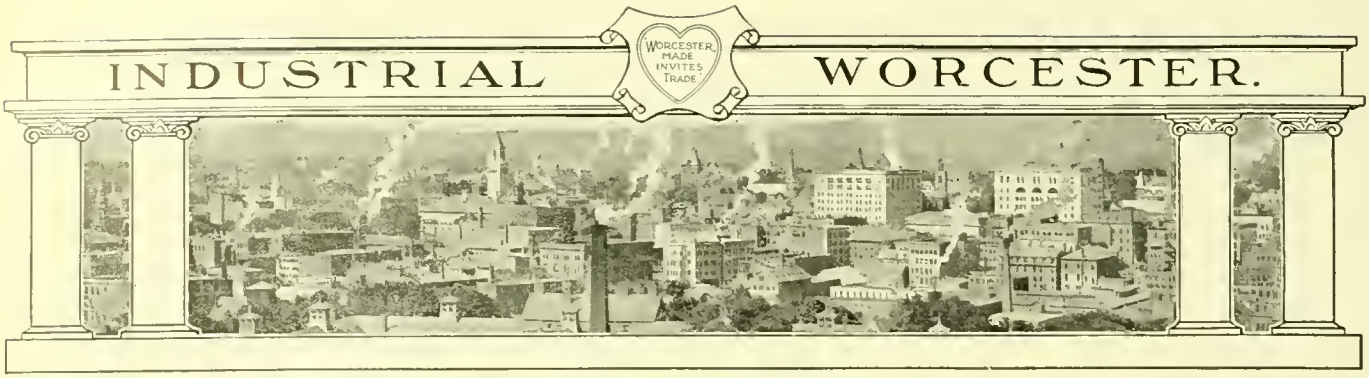
The master of the state grange, N. B. Douglas, of Sherborn, presided, and there was an address of welcome by Alderman-elect Warren C. Jewett, then master of Worcester Grange. Matters of prime importance to the farmer were deliberated upon and addresses of far-reaching interest to the agricultural interests of the state were listened to during each of the three days of the sessions.

William H. McClure Elected City Electrician

By vote of the City Council on December 29, 1890, William H. McClure was elected city electrician for the succeeding year. He succeeded in that office Charles M. Mills.

Secretary H. L. Gale Welcomed

Secretaries and workers of the Y. M. C. A. met at the Association's rooms on December 16, 1890, to meet and welcome the new general secretary, H. L. Gale. Mr. Gale had taken up the duties of the office about a [illegible]



The Marcellus Roper Company

To enter the renovated quarters of the Marcellus Roper Co., piano and victrola dealers at 284 Main street, is like stepping into a tastefully furnished and artistically decorated private mansion. It doesn't seem like a store; there is something different about the atmosphere, the decorating, the color scheme. The environment is suggestive of the fine arts, and the surroundings are conducive to an appreciation of music and musical instruments.

Resulting from a steady growth in business, a growth which seems entirely in keeping with the "City of Prosperity," the present location of this flourishing Worcester concern has not always been so exceedingly attractive as now. From 1906, when Mr. Roper first took possession of his present place, until this fall, the establishment was as inviting as any other musical store; today it is far beyond any place of the kind in or around Worcester.

There are altogether four floors and a basement. The first floor has experienced the most complete transformation. It suggests a court of honor to the goddess of music. The visitor's first introduction to this realm of musical enchantment is a pleasant reception room done in the style of Louis XVI, with panelling of gleaming white and window panes of leaded glass. Walls and ceiling are in a subdued grayish blue with which the wicker furniture harmonizes perfectly.

Main Entrance of the New Headquarters of Marcellus Roper Co.

Stretching beyond is a softly lighted corridor, and on either side, small private demonstration rooms, each with its victrola department where hundreds of patrons are shown the wonders of this clever instrument every week.

Each of these rooms, of which there are five, is finished in a different color scheme, the empire style predominating, with red and green as the prevailing tints. There is also a neatly furnished telephone booth for the accommodation of customers. Beyond these is the record filing room, done in a general style, where any number of Victor record can be found at any time.

Separate demonstration rooms for grand pianos on the second floor and similar rooms for player-pianos on the third floor make up one of the particularly interesting features of the whole establishment. These rooms are so enclosed in glass panels that several parties of customers can have pianos demonstrated to them at the same time.

THE RECEPTION ROOM—FIRST FLOOR

GRAND PIANO ROOM—SECOND FLOOR

PIANO PLAYER ROOM—THIRD FLOOR

This is frequently the case, for the business of this concern is of such magnitude that its great number of patrons could not be handled in any other way. In fact there are days which occur when the sales force is worked to the limit.

The show rooms on the second floor, where the grand pianos are on display, are stocked with Knabe, Vose and Lester instruments, arranged in the rooms for easy demonstrations. The stock of player-pianos is also most complete. The rooms on the fourth floor contain second hand and used pianos. There is also a polishing and refinishing department.

Throughout the store an indirect system of lighting has been installed, enhancing the effect to a marked degree. It has been Mr. Roper's obvious purpose to conjure into being a real musical atmosphere for his customers. To this end he has left no detail out of the reckoning.

The combination of lighting, coloring and general impression of quiet elegance derived from the interior finish is potent in bringing about this result, especially on the first floor. It is safe to say that there is not a store in Worcester, certainly not a musical store, more delightful to enter or more pleasant to deal with than the Marcellus Roper Co.

Mr. Roper prides himself on being the youngest piano dealer in the city doing a big business. He is the exclusive owner of the stock of the corporation and through sixteen years of business has built up a reputation that is reaching out far beyond Worcester, Massachusetts, or even New England, he having sold pianos as far away as the Hawaiian Islands.

His business in Victor talking machines alone is over $1000 a day on many days, and sometimes it goes considerably beyond that figure. The company has placed pianos in 137 public institutions in Worcester and vicinity, and there is hardly a single public establishment in this community which has not a piano from the Marcellus Roper Co.

Mr. Roper buys his pianos in carload lots and at such a big saving that he declares he wouldn't replenish his stock in any other way. In view of the enormous business he does, this method of purchasing his instruments is plainly an advantage.

It is understood that no other piano dealer in Worcester buys in this ratio. From Mr. Roper's viewpoint, however, there is no other practicable way of buying and he has made it his policy for a long period.

Mr. Roper's first fairly modest establishment was opened for business October 1, 1899, at 148 Main street. Seven years later the business was at such ample proportions that a larger store was necessary. Pianos take up space, and victrolas also require considerable room.

So Mr. Roper moved into his present location at 284 Main street, which is 12 by 30 feet, with four floors and a basement [illegible] filled and not any too much space even as it is. Mr. Roper is a member of the National Piano Dealers' Association of America.

Pianos are shipped by the Marcellus Roper Co. to all sections of New England. Mr. Roper has succeeded so in making friends that people moving to other places appear almost invariably to [illegible] of the news of the Marcellus Roper Co., and he has in consequence had a surprising number of sales in distant cities everywhere about the East.

This prosperous concern in its artistic new home is a credit to a city which, like Worcester, has a reputation of [illegible] as a musical, art and educational center. Merely [illegible] the street and glance in the window conveys

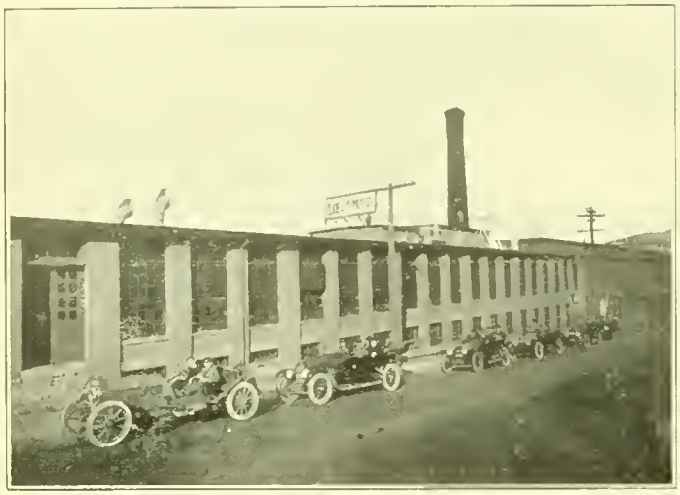
which lingers in the mind. This is because the show window, like everything about the store, is as charming in its setting of refined disday as the skill of the decorator can make it.

The finish in the window is in keeping with the reception and demonstration rooms. It preserves the empire period, the time of chaste beauty in interior adornment. In such surroundings the grand pianos and the Victor machines, which are kept on display in the window, gain immensurably in their silent advocacy of the nobler aspirations which music stands for.

Worcester Publicists Inspect Paper Mills

Thirty Prominent Printers and Advertising Men of This City Are the Guests of the Paper House of New England and the Louis Dejonge Company

Daniel Lewerth, President of the Andrews & Lewerth, Inc., of New York and of the Paper House of New England, having offices in Springfield, Worcester and Boston, led a procession of about thirty Worcester printers and advertising men, last month, to the big coated paper plant of the Louis Dejonge Co. at Fitchburg, Massachusetts.



Arriving at the Paper Mill

A Group of the Worcester Guests

The party left the Graphic Arts Building at 10.30 a. m. in automobiles, stopping first at the North Leominster mill of the George W. Wheelwright Paper Company. Here the party saw book papers and Dove Mill Bristols made from the raw pulp, starting at one end of the big paper-making machines and coming out a finished product at the other end.

After leaving the Wheelwright Mill the party next visited the Louis Dejonge mill in Fitchburg, where they had the opportunity of seeing the interesting process of coating book papers. After inspecting the Dejonge mill, where the men were greatly impressed by the size of the plant and the thoroughness of the Dejonge method of manufacturing the highest grade of coated papers, the men were royally entertained by Mr. E. M. Dejonge, who gave a luncheon at the Fay Club.

Mr. Dejonge acted as toastmaster and speeches were made by Mr. Henry Louis Johnson of the Graphic Arts Magazine of Boston, Mr. W. B. Wheelwright of Boston, Daniel Lewerth of New York, Charles D. Cady, President of the Worcester Typotheta, Mr. A. B. Fritts, advertising manager of Norton Company, Arthur E. Howard, President of the Howard-Wesson Co., all of Worcester.

The Paper House of New England, who are the exclusive New England agents for the Dejonge paper products, maintains a Worcester office under the management of A. Earle Higgins, and a Boston office in charge of E. P. Archibald. These men were chiefly responsible for inaugurating the junket.

The following is a list of the men who enjoyed the trip:—

E. W. Dadmun, Arthur T. Chase, Leslie P. Dodge, George W. King, Charles Charnella, Henry Louis Johnson, A. Earle Higgins, C. Edmond Belisle, C. W. Kervick, Daniel Lewerth, Walter L. Weeden, Albert B. Fritts, E. A. Chastenay, Charles D. Cady, M. Edward Skelley, W. P. Frye, Pehr G. Holmes, William F. Burbank, Arthur E. Howard, Frank A. Cox, Benjamin Harrigan, Gilbert G. Davis, E. P. Archibald, Philip A. Houghton, Timothy J. Hurley, G. R. Peabody, J. S. Gilchrist, Charles D. Lloyd, Emil Dejonge and Geo. W. Wheelwright.

Reed-Prentice Co. Sale

The entire common stock, the par value of which is $750,000, of the Reed-Prentice Co., a $2,000,000 Massachusetts Corporation engaged in the manufacture of machine tools at 667 and 677 Cambridge street, 95 and 122 Gold street, has been sold to a group of Boston investors, headed by Robert F. Herrick, president of several large corporations.

According to the officers and directors of Reed-Prentice Co., [illegible] men acted for themselves in the transaction, and they do not [illegible] J. P. Morgan & Co., New York, the Russian government [illegible] other foreign interests buying the business for the purpose of [illegible] manufacturing war munitions.

The company has [illegible] orders amounting to $3,000,000 and the [illegible] growth is said to have appealed to the Boston [illegible] the common stock has never paid a dividend.

The consideration by which the transfer of stock was made was nearly $100 a share.

Practically all of the $750,000 common stock of the company was held in Worcester. The preferred stock is scattered, both in the United States and Europe.

The original issue of the $1,250,000 common stock was cut down about a year ago to $750,000, which reduced the capital stock of the company from $2,500,000 to $2,000,000.

The new officers of the corporation are: Robert F. Herrick, president; Albert E. Newton, vice-president and general manager; Jeremiah J. Mackin, clerk and treasurer; Charles M. Thayer, general counsel. The Board of Directors comprises Robert F. Herrick, Malcolm Donald, Robert C. Morse, Henry P. Kendall, George C. Lee, all of Boston; Frank A. Drury, Dr. Homer Gage, and Albert E. Newton of Worcester.

SHOWING THE KNABE DE LUXE PLAYER GRAND

Music—A Heaven-Sent Gift to Us All

It brings out the Best that is within us—and according to our moods, supplies Pleasure or Tranquility. The present-day perfection of music producing instruments, brings the sweetest Music into the homes of rich and poor alike and Roper, with unfailing effort strives to furnish the finest instruments at every price, without placing a premium on the exceptional Quality that marks every instrument purchaseable at his magnificent new "Palace of Music".

We suggest your careful consideration of

KNABE, VOSE and LESTER PIANOS

IN GRANDS, UPRIGHTS and PLAYER-PIANOS

These three names represent the highest achievements in modern Piano-making. The fame of these Pianos is so far-reaching that the world knows their worth and delights to honor them. In every style—numerous sizes and a standard price to all, they may be procured by those who appreciate the Best. A dozen other reliable makes at varying prices are constantly in view.

We sell the incomparable VICTROLA

The leading instrument of its kind in all the world. At prices from $15.00 upward, these joy-giving machines are supplied direct from our mammoth stock. Exceedingly Easy Terms if desired.

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Call upon our Employment Department and we will place you in touch with office assistants that are carefully trained and fully competent to fill the position.

You will, in this way, secure the right kind of help without any inconvenience or delay, as we never recommend a student unless we are sure of the requirements of the position.

Experienced and inexperienced office help furnished without charge to either employer or employee.

C. B. POST, Proprietor

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Tell us what your needs are—and we can tell you what to use.

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WALTER M. CURTIS, S.B. Mgr. Engineering Dept.

WORCESTER OFFICE
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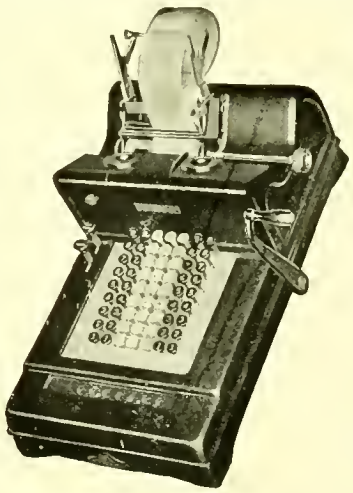
SPRINGFIELD WORCESTER BOSTON



Style 310

Burroughs Visible Desk Machine
$175.00, Direct from factory

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Worcester, City of Prosperity, invites your trade

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Boston & Worcester St. Ry. Electric Fast Freight

—*Our new enlarged Boston Terminal on Commercial Street will efficiently handle over 500 tons of merchandise daily.*

—*Noon Fast Freight from Boston arrives at the Worcester Terminal at 2.45 P. M.*

—*Freight received in Boston during the afternoon and evening ready for delivery at the Worcester Terminal at 7 A. M.*

—*Rates on Perishable Goods in Warm Cars, 20 Cents per Ton Less than Steam Roads.*

—*Special Fast Freight Service between Worcester and Shrewsbury, Westboro, Southboro, Marlboro, Hudson, Fayville, Framingham Centre, South Framingham, Saxonville, Natick, Wellesley Hills, Newton Highlands and Boston.*

—*Direct connections with over 250 cities and towns, including all places South of Boston, served by the Bay State Street Railway Company.*

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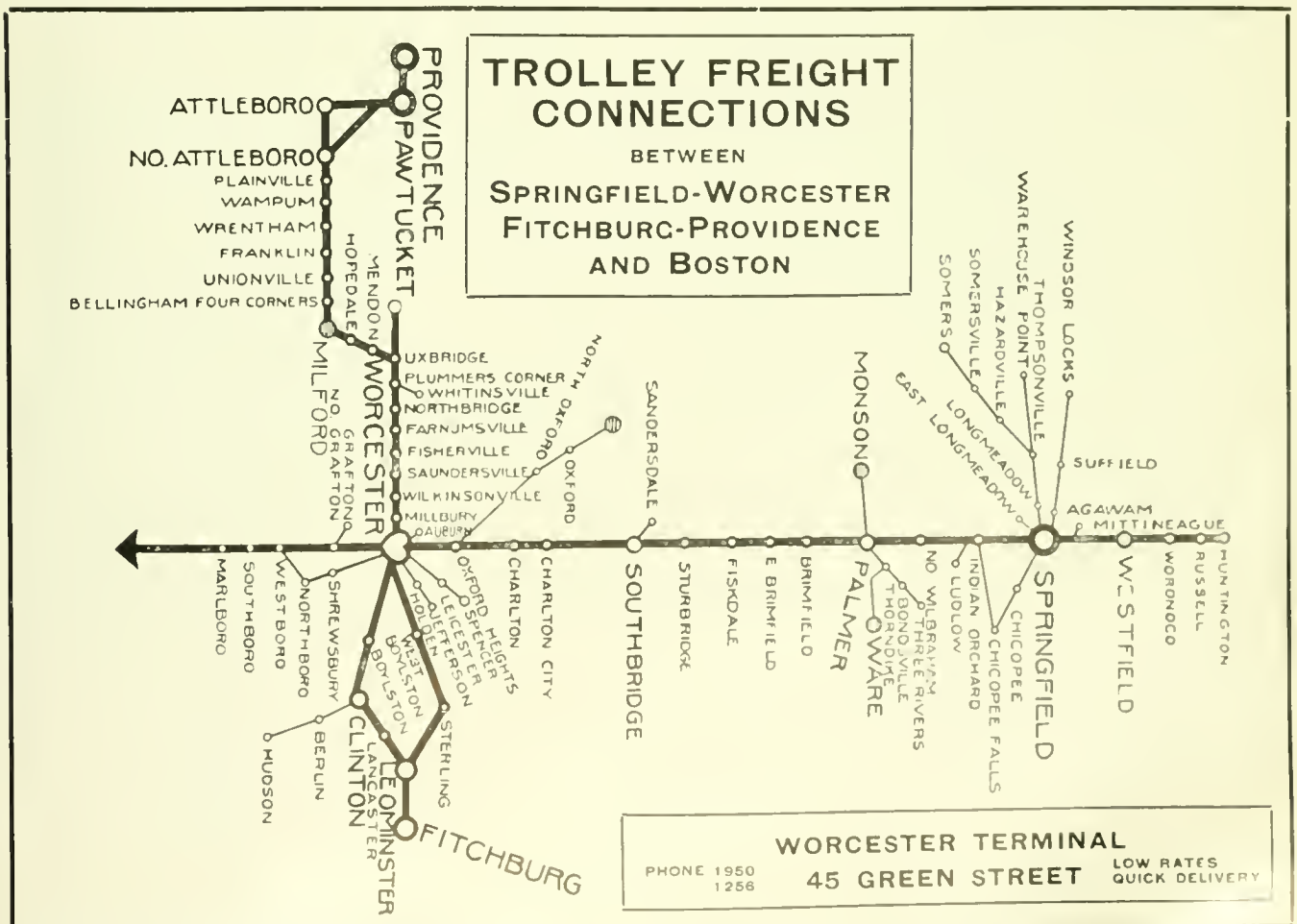
Telephone, Park 1256

529 COMMERCIAL STREET, BOSTON
Telephone, Richmond 3080

GENERAL OFFICE

FRAMINGHAM JUNCTION, MASS.

F. C. LEWIS, General Freight Agent



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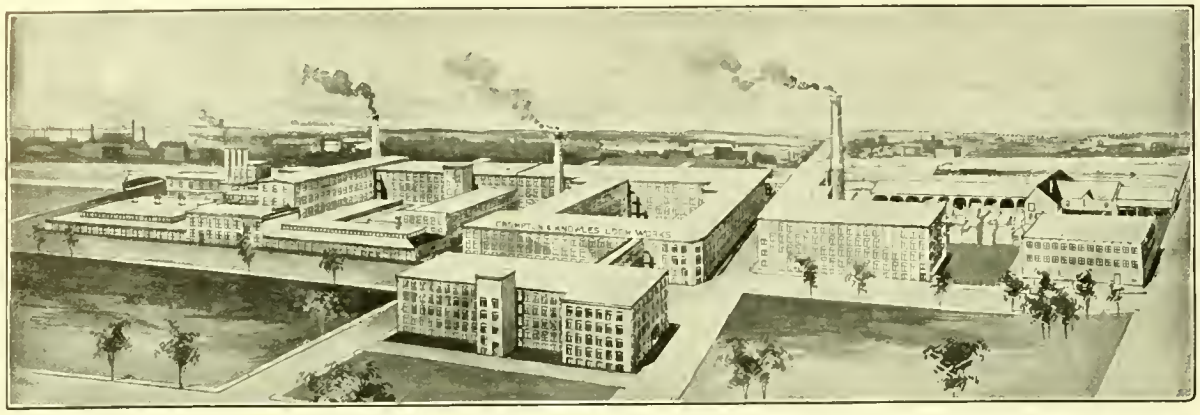
Worcester, City of Prosperity, invites your trade

A LOOM FOR EVERY FABRIC



WORCESTER PLANT

Everything that may be woven by power—practically every kind of fabric used by civilized beings—is produced on looms built in these works.

Woolens and worsteds, silks, velvets, ribbons, cotton goods of every description, carpets and rugs, mattings and hammocks, belting and webbing, furnish an idea of the great variety of our weaving machinery.

In addition are dobbies, jacquards and supplies built in all of the different plants.

CROMPTON & KNOWLES LOOM WORKS,

WORCESTER, PROVIDENCE AND PHILADELPHIA

Morgan Construction Co.

Have Built for Rolling Steel Products

76 PLANTS

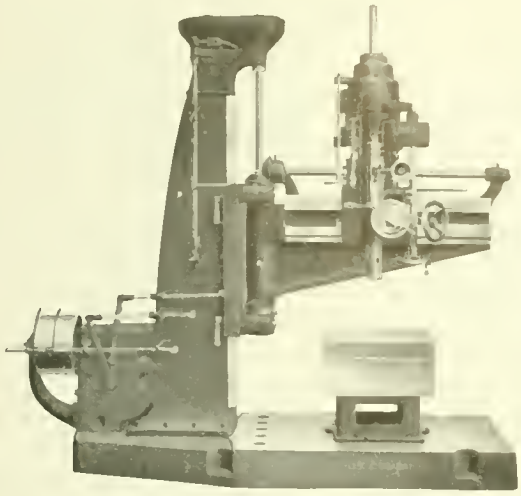
62 in United States

5 in Canada
2 in England
1 in France
1 in Austria
1 in Belgium
4 in Germany

MORGAN CONSTRUCTION CO. M C Co WORCESTER, MASS.

You will benefit [illegible] stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication

Worcester, City of Prosperity, invites your trade



The Throw of a Single Lever

attached to the patented Combined Feed Clutch and Spindle Quick-Return mechanism, enables the operator to—either raise or lower the spindle—operate the lever feed—and to engage or disengage the power feed—

This and many other time-saving features are contained in the latest

PRENTICE ALL-GEARED MOTOR DRIVE BALL BEARING DRILLING MACHINE

A rigidly constructed machine tool that is capable of furnishing a powerful torque for heavy work and high speeds for light work.

Special Spindle Counterweight Safety Device eliminates the possibility of accidental dropping of weight.

Feed mechanism can be locked securely by a simple latch pin without interfering with spindle quick return movement.

The "Prentice" consumes only about half of the power required for the same work by ordinary drilling machines.

Write for newest catalogue

REED-PRENTICE COMPANY

WORCESTER, MASS., U. S. A.

Selling Agents:

Manning, Maxwell & Moore, Inc., 119 West 40th Street, New York City

Philadelphia San Francisco Cleveland Boston St. Louis Buffalo
Chicago Mexico City Detroit Milwaukee

Foreign Agents: Fenwick Freres & Co., Paris, France; Charles Churchill & Co. Ltd., London, England; Van Rietschoten Houwens, Rotterdam Holland; Moscow Machine Tool & Engine Co., Moscow, Russia; F. G. Kretschmer & Co., Frankfurt a M., Germany; Buck & Hickman, London, England; Selson Engineering Co. Ltd., London, England; Alfred Herbert, Ltd., Coventry, England; Schuchardt & Schutte, London, Berlin, Vienna, St. Petersburg, Budapest, Stockholm and Copenhagen; The Allied Machinery Co. of America, Brussels, Paris, Turin and Zurich. H. W. Petrie, Ltd., Toronto and Montreal, Canada.

EXCELSIOR WIRE FENCES

When used to enclose factory properties will prove a valuable asset.

Permanency of construction—beauty—and absolute protection without shutting out the light are their three essential characteristics which appeal to every manufacturer. Let us give you estimates and more information on this modern factory fence.

WRIGHT WIRE COMPANY

WORCESTER, MASS.

BOSTON
NEW YORK

PHILADELPHIA

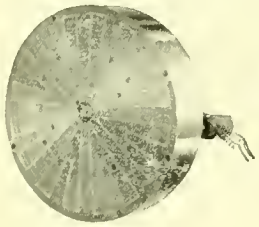
CHICAGO
SAN FRANCISCO

Worcester Machine Screw Company

Standard Screw Company Successor

Set, Cap and Machine Screws and Special Parts

Worcester, Mass.



ROTARY TYPES

ROTARY MAGNETIC CHUCKS

from 6 inches to 6 feet in diameter

PLAIN SURFACE TYPE

FLAT MAGNETIC CHUCKS

from 10 in. to 8½ feet in length

GLOBE TOOL SHARPENER, made for Bench or Floor

Walker Magnetic Chucks

Rotary, Rectangular or Swivelling

Walker Grinding Machines

Universal Tool Room, Piston Ring or Flat Surface

O. S. Walker Co. Successors to O. S. WALKER & CO. and WALKER GRINDING CO. Worcester, Mass., U. S. A.

MANUFACTURERS OF ALL KINDS OF

Drive Chains and Sprockets

For Commercial Cars

We make a specialty of keeping in stock chains and sprockets for all kinds of standard commercial cars.

Chain Drives for Machinery

We are prepared to advise and quote on desirable chains and sprockets suitable for machine drives.

Baldwin Chain & Mfg. Co.

Worcester, Mass.

R. L. GOLBERT
Pres. and Treas.

A. B. TAYLOR
Vice-Pres. and Supt.

L. A. WHEELER
Secretary

Golbert Last Co.

51 Commercial Street
WORCESTER, MASS.

Boston Office
28 Lincoln Street

WIRE—SPRINGS

AND

WIRE SPECIALTIES

MORGAN SPRING CO.

WORCESTER, MASS.

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Worcester, City of Prosperity, invites your trade

Do you want the Best

Drawing Table?

If so send for illustrated catalogue and prices.

R. E. KIDDER
13 Hermon Street - Worcester, Mass.

Jackson Street Foundry

Light and Heavy

IRON CASTINGS

J. A. COLVIN, Proprietor

52 Jackson St. Worcester, Mass.

HEALD GRINDING MACHINES

MAKE GOOD EVERYWHERE

Because each is really a special machine, designed to do one particular class of better work.

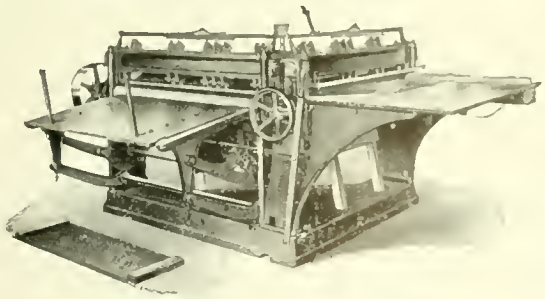
To obtain maximum efficiency, special machines are built --- special tools made---special men taught to operate them---and energy is concentrated and conserved.

The fact that Heald Grinding machines are being sold in large numbers both at home and abroad gives evidence that they will make good for you.

The Heald Machine Co.
Worcester, Mass., U. S. A.

Paper Box Machinery

EVERY MACHINE NEEDED for the MANUFACTURE of



Double Scoring and Cutting Machine

PAPER BOXES, MACHINES FOR SLITTING AND REWINDING PAPER AND CARDBOARD, GLUING MACHINES, BALING PRESSES, PASTE AND GLUE MIXERS.

HOBBS MANUFACTURING COMPANY
26 SALISBURY STREET WORCESTER, MASS.

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE — the advertiser and the public — Worcester, City of Prosperity, invites your trade

SHEET STEEL STAMPINGS

We make a specialty of sheet metal stampings and

Deep Drawn Work

finished in Nickel, Brass and Copper.

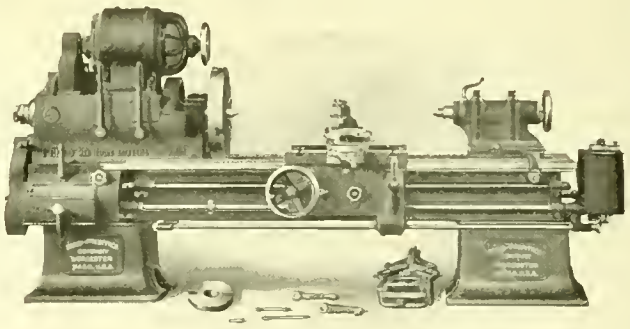
LET US ESTIMATE ON YOUR WORK.

Case-hardening to meet particular requirements.

MATTHEWS MFG. CO.

Worcester, Mass.

A photograph will aid your salesman, if the goods are too heavy to carry

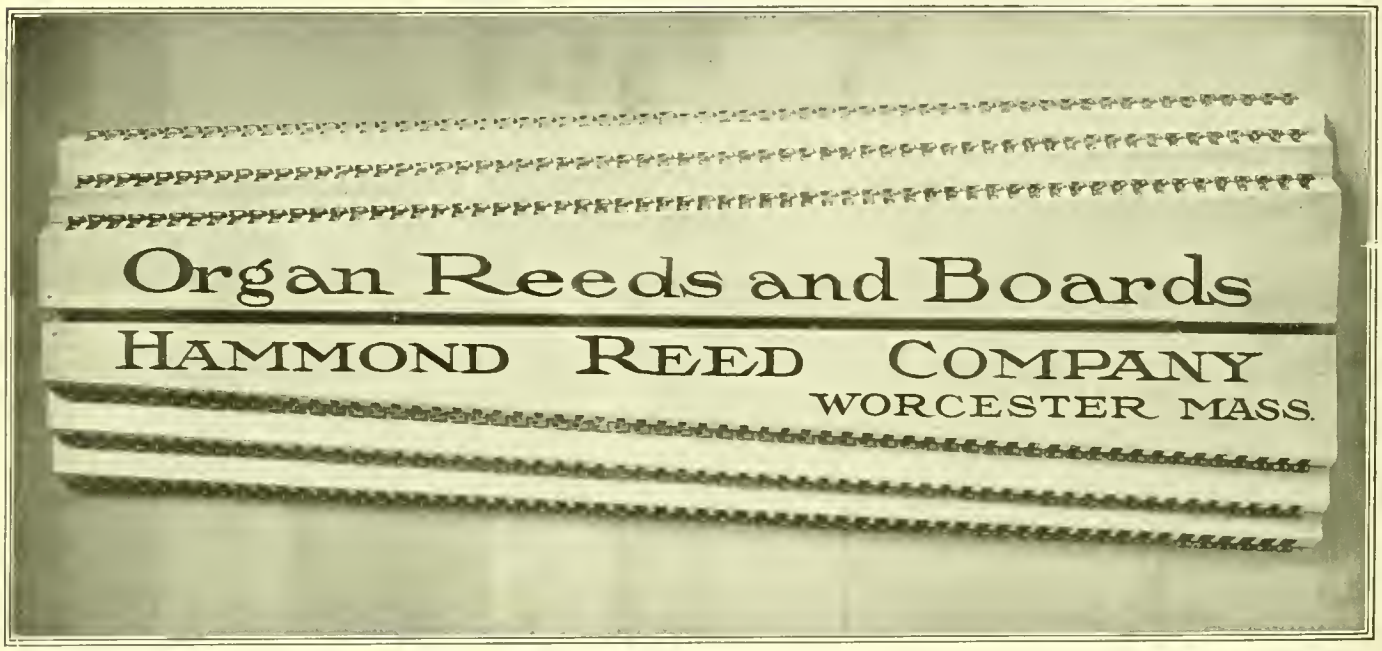


E. B. LUCE

EXPERT PHOTOGRAPHER OF MACHINERY

WALKER BUILDING

TELEPHONE



Men Who Know the Game

are mightily interested in the production of our GOOD PRINTING

The Davis Press, Inc.

PRINTERS AND PUBLISHERS

Graphic Arts Building Worcester

Standard Foundry Co.

IRON FOUNDERS

Special attention given to the Manufacture of High Grade

Machinery Castings

TAINTER AND GARDNER STREETS
WORCESTER, MASS.

Made in Worcester.

You will b[illegible] stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication Worcester, City of Prosperity, invites your trade

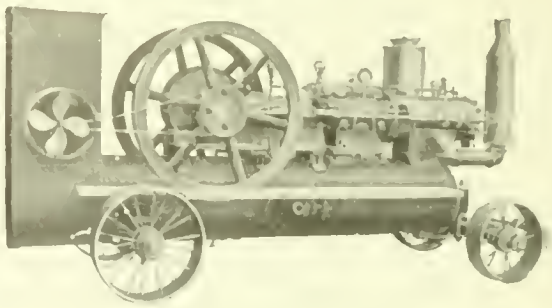
American Decorating Company

Eighteen Years Satisfactory Service in Exterior and Interior Decorating Throughout New England

Framingham, Mass.

Here Today and There Tomorrow---
And on the Job All the Time

That's the Test of Portability in a Compressed Air Plant



"Chicago Pneumatic" Truck Mounted Compressor

"Chicago Pneumatic" Gasoline Engine Driven Compressors are as portable as pneumatic tools themselves.

They live up to and preserve the high standard of workmanship that has made our pneumatic tools famous the world over.

They solve the problem of transportation and are always ready to move when you are.

They make the problem of compressed air independent of location.

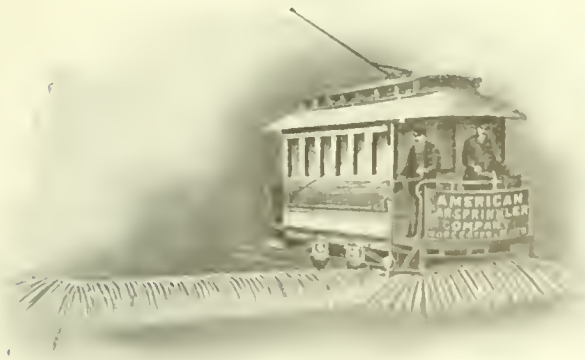
For Rock Excavation Use the
"HUMMER" SELF ROTATING HAMMER DRILL

Chicago Pneumatic Tool Co.

Chicago	Boston	New York
1010 Fisher Bldg	185 Pleasant St	52 Vanderbilt Ave

BRANCHES EVERYWHERE

TO LAY THE DUST



AMERICAN CAR SPRINKLER CO.
WORCESTER, MASS., U. S. A.

EVERY VARIETY
OF WOODEN AND PAPER
ALSO CLOTH COVERED BOXES

BOXES

One of the Most Complete Plants in Massachusetts
WILLIAMS & BRIDGES CO.
Manufacturers
72-86 Central St., Worcester, Mass.
Made in Worcester.

You will benefit three by stating that you saw this advertisement in the WORCESTER MAGAZINE [illegible] the advertiser and the [illegible] Worcester, City of Prosperity, invites your trade.

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Wyman & Gordon ..... Inside front cover

Individual Christmas Cards Business Greetings

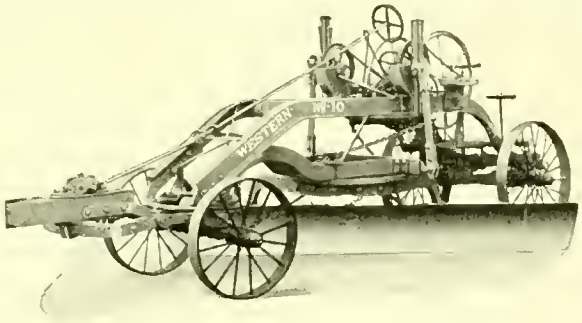
Show your Christmas Spirit,
It comes but once a year;
Send out the season's greetings,
We'll print it for you here.

GEORGE W. KING & SON
311 MAIN STREET
WORCESTER, MASS.

The New Western No. 10 Road Grader

THE REAL KING OF EARTH MOVERS

Perfected this year. Designed for the very heaviest road work. An unlimited guarantee against breakages, regardless of the amount of power used: — a strong statement but we stand behind it.



SPECIAL FEATURES

STRENGTH WEIGHT ADJUSTABILITY EFFICIENCY

Floating Blade, 10-ft. long with two 18-in. extensions. Roller bearing lifting chain. Direct draft. Dust proof hubs. Concave tires. Rear axle both pivotal and extensible.

The Western line of road making machinery is well known throughout the world. Send for descriptive catalogs.

WESTERN WHEELED SCRAPER COMPANY
AURORA, ILLINOIS

You will benefit thus by stating that you saw this advertisement in the WORCESTER MAGAZINE—yourself, the advertiser and the publication
Worcester, City of Prosperity, invites your trade

Home Office and Factory
of
The Graton & Knight Mfg. Co.
Manufacturers of

1851 GAK

LEATHER BELTING
- Spartan (Steamproof)
- Neptune (Waterproof)
- Special Planer (Waterproof)
- Heart, GraKnight
- GraKnight Dynamo

SPECIAL BELTS
- Solid Round
- Twist Round
- Motorcycle
- Auto Fan
- "V" Shaped, etc.

LEATHER

LACE LEATHER

BELT DRESSING

BELT CEMENT

LEATHER SPECIALTIES
- Automobile Leathers
- Packings
- Pump Leathers
- Gaskets
- Washers
- Halters
- Hand Leathers
- Mittens
- Leggins
- Aprons
- Shafting Rings
- Horseshoe Pads

STRAPS
- Mill, Blanket
- Trunk, Skate, etc.

SHOE SUPPLIES
- Insoles, Outsoles, Counters
- Box Toes, Welting

The Graton & Knight Mfg. Co.
OAK LEATHER TANNERS AND BELT MAKERS
Worcester, Massachusetts, U. S. A.

BRANCHES

Atlanta	Cleveland	Detroit	Kansas City	New Orleans	Philadelphia	Portland, Ore	San Francisco
Boston	Chicago	Fall River	Minneapolis	New York	Pittsburgh	St Louis	Seattle

Selling Agents { The Graton & Knight Mfg. Co. of Texas, Dallas, Texas
The Graton & Knight Mfg. Co. of Wisconsin, Milwaukee, Wis

WHEELER SIDEWALK SNOW PLOW

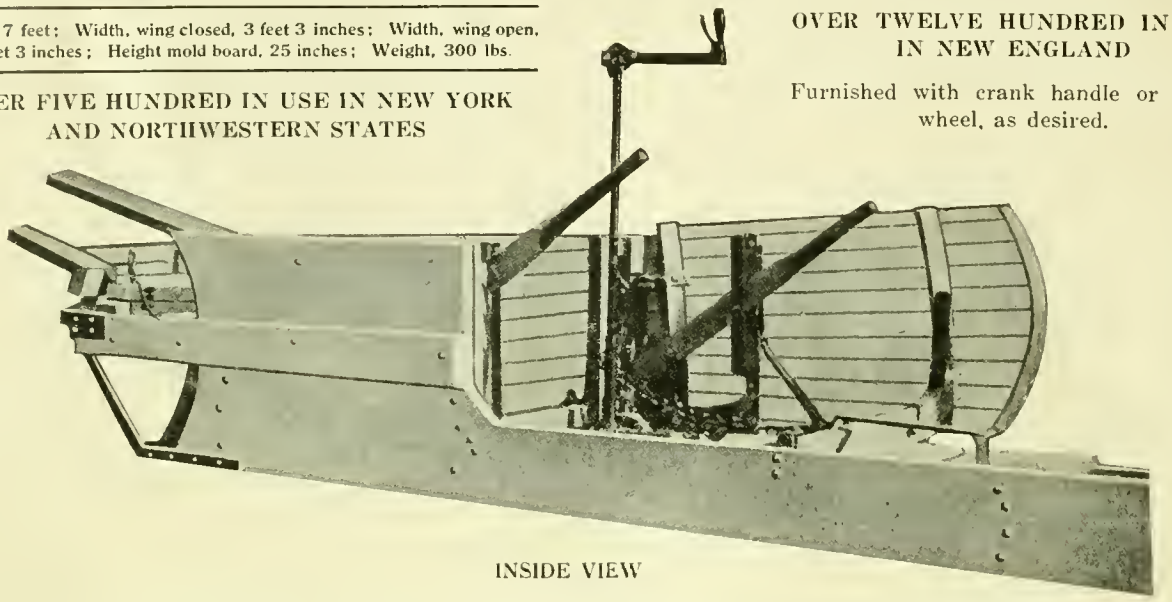
With every plow we give a written guarantee that the WHEELER SIDEWALK SNOW PLOW, Built and Guaranteed by Ourselves, is made of better material and in a more workmanlike manner than any other sidewalk plow. Nothing manufactured for removing snow from sidewalks or roads can equal the WHEELER PLOW. Strong, simple, efficient, durable. We are not knocking plows of other makes, but are calling your attention to the deserved merits of the WHEELER. Order a WHEELER now, place it by the side of any other make of plow, and if, in your opinion, our claim is not justified, you will, under the provisions of our written guarantee, return the plow to us at our expense.

Length, 7 feet; Width, wing closed, 3 feet 3 inches; Width, wing open, 5 feet 3 inches; Height mold board, 25 inches; Weight, 300 lbs.

OVER FIVE HUNDRED IN USE IN NEW YORK AND NORTHWESTERN STATES

OVER TWELVE HUNDRED IN USE IN NEW ENGLAND

Furnished with crank handle or brake wheel, as desired.



INSIDE VIEW

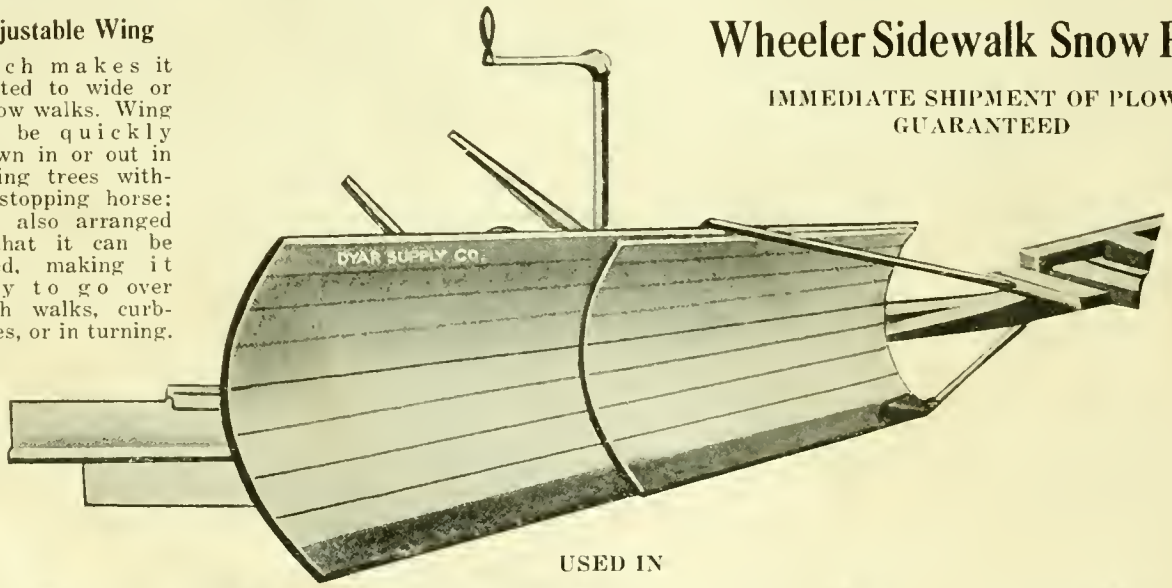
We can ship right or left handed plows, as purchaser desires. Right and left hand WHEELER PLOW can be used separately, or if desired, can be connected on the land side and then one has a splendid plow for breaking roads. We make pole and furnish connection for this purpose.

Adjustable Wing

which makes it adapted to wide or narrow walks. Wing can be quickly thrown in or out in passing trees without stopping horse; it is also arranged so that it can be raised, making it easy to go over rough walks, curbstones, or in turning.

Wheeler Sidewalk Snow Plow

IMMEDIATE SHIPMENT OF PLOWS GUARANTEED



USED IN

Boston, Mass. Public Works Dept.
Boston, Mass. Public Grounds Dept.
Cambridge, Mass.
Springfield, Mass.
Worcester, Mass.
Lawrence, Mass.
Lowell, Mass.
Haverhill, Mass.
Salem, Mass.
Beverly, Mass.
Fall River, Mass.
New Bedford, Mass.
Brockton, Mass.
Holyoke, Mass.
North Adams, Mass.
Pittsfield, Mass.
Fitchburg, Mass.
Methuen, Mass.
Danvers, Mass.
Natick, Mass.
Framingham, Mass.
Newton, Mass.
Arlington, Mass.
Stoneham, Mass.
Wakefield, Mass.
Attleboro, Mass.
No. Attleboro, Mass.
Woburn, Mass.
Billerica, Mass.
Andover, Mass.
Portland, Maine.
Lewiston, Maine.
Auburn, Maine.
Waterville, Maine.
Bangor, Maine.
Presque Isle, Maine

and scores of other New England cities and towns.

Have also sold hundreds through New York and the northern middle states.

MANUFACTURED BY

DEALERS IN CONTRACTORS' AND MUNICIPAL SUPPLIES

Dyar Supply Co.,

66 BROADWAY
CAMBRIDGE, MASS.

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